

Position: Account Director

Location: South

Responsible for the identification, development, and successful closure of new business opportunities within designated sales region and existing customers.

Main Duties

- Identify, create, campaign and close new sales opportunities within designated sales region and existing customers. These sales will focus on Qolcom's core capabilities: Digital Workplace, Intelligent Infrastructure & Security
- Provide commercial ownership across all stages of opportunities
- Maintain Qolcom's interaction with the customer by fostering multi-level relationships with key Stakeholders
- Provide leadership of virtual teams engaged on opportunities
- Engage with key vendors and Qolcom's partner management teams to drive sales growth into designated sales region and existing customers
- Perform regular analysis of key competitors within designated sales region and existing customers to assist in the sales process
- Perform structured account targeting and planning, undertaking campaign and opportunity planning to maximise sales effectiveness
- To work collaboratively with technical and services teams in defining propositions for specific clients' needs
- To manage the entire deal lifecycle from inception to delivery start and commercial close

Skills, Experience, Knowledge

- 5+ years Enterprise sales experience
- Driven, enthusiastic and uses initiative
- Competent in planning and owning multiple sales campaigns
- Proven experience in winning complex infrastructure and services sales
- Ability to engage up to, and including C-level executives
- Strong presentation skills
- Strong negotiation skills

- Proven ability to effectively manage and maintain long-term customer relationships
- Extensive and proven sales experience and track record gained within the IT industry
- Proven experience of selling IT Managed Services / solutions and/or Enterprise class solutions
- Good business acumen and commercial awareness
- Experience gained working for a recognised IT reseller, IT Services Provider and/or vendor/manufacture
- Proven record of successful negotiation at senior level
- Persuasive, motivated and tenacious