

Account Manager

Are you a true hunter, skilled at identifying and winning new business opportunities?

Do you have a proven track record of nurturing and developing relationships with key stakeholders, developing opportunities within target markets and new partnerships?

If so, Quanta want to hear from you!

We are currently recruiting for a specialist SME Account Manager within our Corporate Team.

This will be a consultative, solution focused role (no product sales), created due to expansion with the purpose of developing new business within this key sector as part of our growth strategy.

Job Title	Account Manager
Department	Sales
Reports to	Divisional Director
Hours of work	08:30-17:00 Monday to Friday
Place of work	Quanta Office in Worcester and travelling to customer locations. (free parking at Quanta office)
Summary of Position	The acquisition of business from new and lapsed clients



Primary Responsibilities

- Proactively target prospects and existing customers for new business cross-sell and up-sell opportunities.
- Achieve sales goals and targets set.
- Position Quanta services and solutions to prospects and customers using a consultative approach
- Achieve acceptable sales Key Performance Indicators (KPI's) as specified by the Divisional Director
- Manage customer accounts giving high levels of customer service
- Meet customers face to face strengthening relationships and increasing the size/ amount of sales opportunities
- Understand Quanta's value proposition, how it fits in the market place and communicate it to customers and prospects.
- Understand the key business objectives of customers and prospects and their future plans.
- Create professional emails with accurate information.
- Accurately complete forms and documents to update other individuals and departments within the company.
- Maintain and update accurate data fields and dialogue reports in the CRM database and other sales systems.
- Produce accurate quotes for customers. Demonstrate correct usage of pricing and discount models at all times.
- Take training and coaching, passing any given tests and apply knowledge effectively.
- Follow company policies, standards and requirements.
- Plan time to be as effective as possible and organise workload.

Ready to make a difference and advance your career? Apply now and join us in shaping the future of project management!

Please email your CV and salary expectations to recruitment@quanta.co.uk

No agencies.

www.quanta.co.uk



Professional Specification

	Essential	Desirable
Qualifications and Training	GCSE Grade C Mathematics and English.	Higher Education Award, e.g. Hon's Degree, HND, Etc
Experience	3+ year's successful experience in a similar role. (Business to business).	5+ year's successful experience in a similar role. (Business to business).
General Ability and Personal Attributes	Communicate effectively and articulately in all mediums.	Have a mature attitude towards work.
	Can take instruction and work with a degree of initiative and autonomy.	Have the ability to solve problems and issues with minimal management help
	Be reliable at all times in connection to work.	Innovative - dextrous and perceptive mind
	Ability to adapt to new situations and different environments.	A seeker of opportunity to grow and develop.
	A positive disposition at all times.	Good process compliance - sees the value in good process
	A winning and consultative way with people as opposed to a hard sell approach.	
	Be smart of appearance at all times in connection to work.	
	Be able to work empathetically through sales rejection, resilient.	



Why work for Quanta?

Quanta actively encourages personal growth and development promoting authenticity, resilience, emotional intelligence, kindness and collaboration. Here's what some of the team have to say about their experience with Quanta.

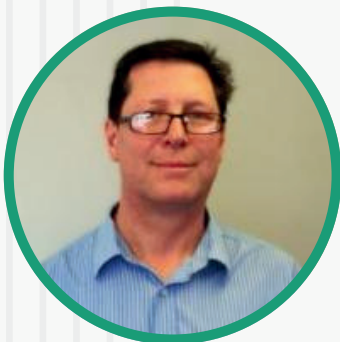
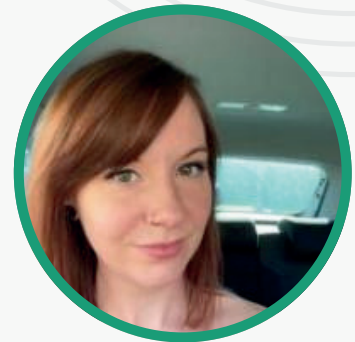


Brian, Trainer

'I've worked for Quanta for over 6 years now. It's a place where I can grow and do my best work. Where the tools to do my best work are provided. A company where I can see the difference I make to our delegates, the company and to my colleagues. I cannot see myself working anywhere else.'

Kelly, Account Manager

'My personal growth has been amazing within my 3 years here. You are accepted for being yourself and your opinions count. There's a great mix of people and every day is varied. You really feel like you're making a difference and helping to improve workplaces with training and support. If you have an open mind and drive to excel in what you do, you'll do well here and have fun along the way!'



Martin, Trainer

'When I started at Quanta (16 years ago) it just felt like the right fit for me. Working for a company with real values that is committed to customers learning is an ethos that I agree with. The directors are hands on and there is a great atmosphere amongst all the staff. Quite simply the best company I've ever worked for.'

Rachel, Account Manager

'Working at Quanta has been like finding the extended family I never knew I needed. Personal growth and development is promoted as much as professional development. Coming to work and having fun... who wouldn't want that?'



Company Benefits



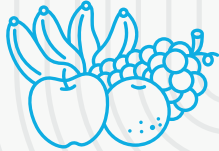
Cycle to Work Scheme



Free Eye Test



Free Seasonal Flu Jab



Free refreshments and fruit daily



Family friendly policies



Hybrid working (role dependant)



Additional holiday after 5 years' service



33 Days Annual Leave including bank holidays



Reservist policy



Free Parking



Company profit share scheme (for all staff not on a commission scheme)



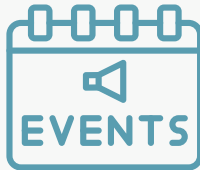
Commission Scheme (sales)



Personal / Professional development



Coaching, Mentoring, training Career development



Annual company social events



Company away days (hiking, canoeing etc)

