

Sales Executive Account Manager

**Job Title**

Sales Executive Account Manager

Department

Sales

Reporting To

James Braithwaite

Our Company

Wanstor are an IT Solutions company celebrating our 16th year in business. The organisation has grown year on year and currently maintains a team of over 140 staff. With IT Support Offices in Central London and Manchester, we're well placed to meet our customers' needs for a quick response.

We provide a range of hosted and deployed services for customers both small and large. Our solutions include hosted Email (Hosted Exchange), Hosted online back-up, Hosted Desktop, and Hosted Network Monitoring. Wanstor provide full support service which includes 24-hour helpdesk, network monitoring and on-site support.

Wanstor's clients provide a wide variety of fascinating opportunities for motivated technical staff. We employ service-oriented technical experts to work at delivering a variety of hosted and deployed solutions.

We are a growing company with dedicated teams managing networks, storage and co-location. Our customers are some of the biggest brand names in the UK, and our consultants are some of the most skilled networking experts in the country.

As a service-centric organisation, we see people as our best competitive advantage while we strive to provide an unsurpassed service for our customers. We expect a lot from and are extremely supportive of our people as we look to help realise each individual's potential in building a successful career with Wanstor.

Culture & Benefits

We align ourselves to a core set of values & behaviours.

- + **Customer focused:** Putting customers at the heart of what you do, to consider their needs with every decision you make
- + **Proactive:** You anticipate and act on potential issues to ensure positive outcomes
- + **Mindset:** You learn from mistakes, embrace change, and seek to continuously improve
- + **Integrity:** Do what is right, not what is easy
- + **Teamwork:** You collaborate and communicate to achieve the best outcome for your team and customers

We strive to make Wanstor an enjoyable place to work in a number of ways.

- + Unlimited access to thousands of courses and videos on a wide-range of topics at home and in the office through a LinkedIn Learning subscription
- + Regular office social events and activities, including a weekly BBQ on our terrace in summer, Friday treats, and special Summer & Winter events
- + The opportunity to work within a high growth business while developing your career
- + Committing to reducing our carbon footprint through the Cycle to Work scheme with availability of bike lockers and staff showers
- + A Central London office location 6 minutes' walk from London Bridge or 20 minutes' walk from Waterloo

The Opportunity

Summary of Job Function

Due to continued growth and investment, an exciting opportunity has become available at Wanstor IT. Prospective candidates will be responsible for nurturing long-term relationships with mid-market customer accounts along with developing strategies designed to maximise revenue opportunities for Wanstor across six core sectors: Hospitality, Retail, Charity & Not-for-Profit, Finance, Education and Professional Services.

Primary Responsibilities

- + To manage and nurture key client accounts, developing long-term living partnerships with our customers where we are aligned to their growth
- + To collaborate with customer-facing teams across the business to ensure the best experience possible for our clients, responding to customer communications or queries and resolving any issues or concerns raised
- + To support customers in defining an IT strategy and roadmap aligned to their business objectives
- + To create proposal documentation of consistently high quality
- + To prepare financial reports and forecasts based on your sales pipeline
- + To grow and develop business acumen through research and analysis of industry trends and developments

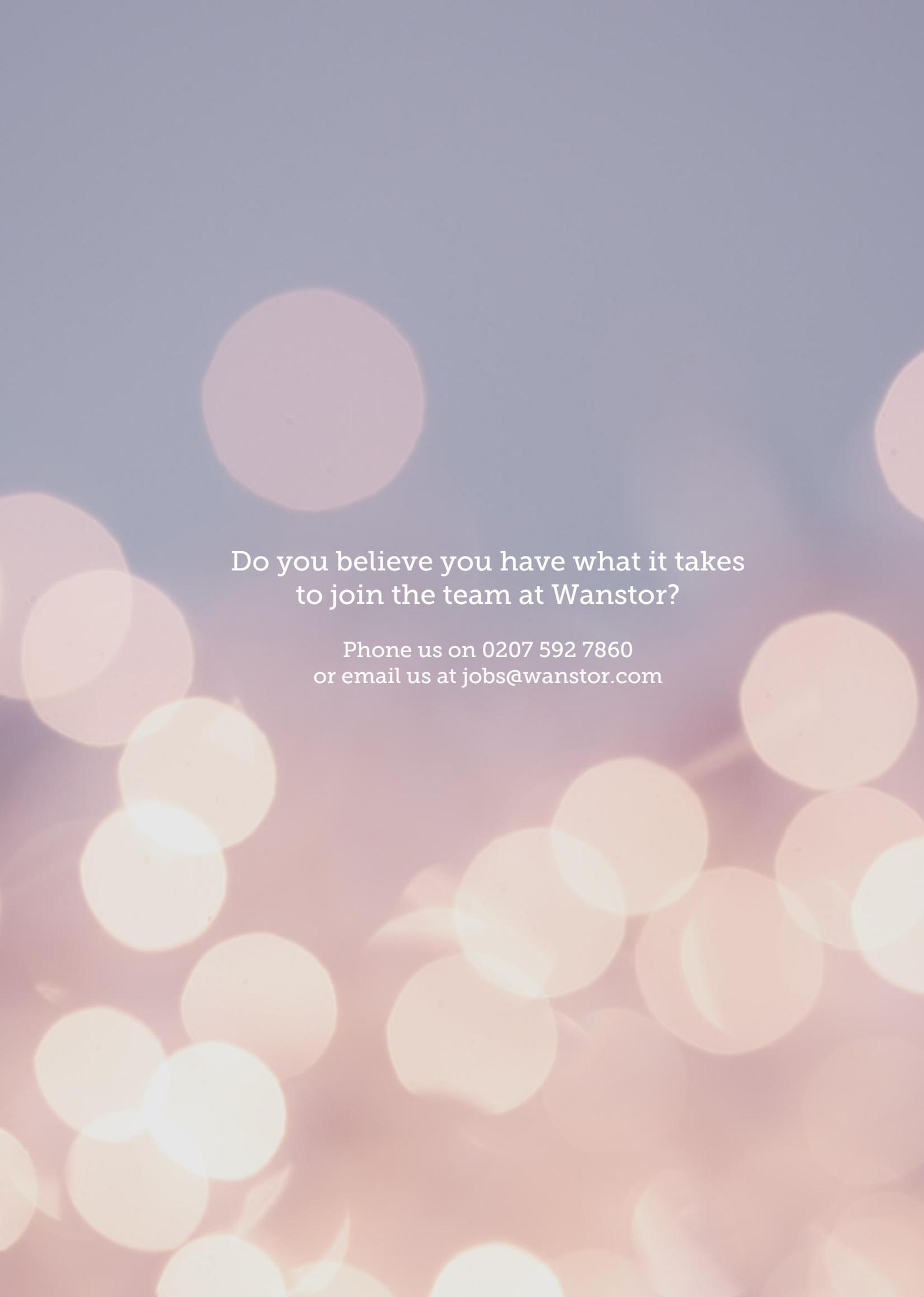
About You

Required Skills and Attributes

- + Proven experience in developing and nurturing long-standing partnerships with customers
- + Demonstrable experience of selling IT support services across propositions including Service Desk, WAN, Data Centre, Hosting and Networking
- + Excellent skills in presentation, writing, communication and negotiation
- + Superior time management and multi-tasking skills under pressure
- + The ability to work closely with Wanstor Solutions experts in defining propositions aligned to specific client needs
- + Proven experience of working in a customer-focused environment
- + Ability to articulate specialist knowledge within your field of expertise whilst communicating effectively with clients up to C-level

Desired attributes

- + Experience in developing and closing multiple deals worth £250k to £2.5m in revenue and selling to clients in the mid-market or above (c.500+ users)
- + A strong understanding of key business and market trends across Wanstor's target sectors including Hospitality, Retail, Charity & Not-for-Profit, Finance, Education and Professional Services



Do you believe you have what it takes
to join the team at Wanstor?

Phone us on 0207 592 7860
or email us at jobs@wanstor.com