

## Account Director

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Company: CommScope

Location: United Kingdom

Category: other-general

CommScope creates network technology to bring people together...

To capture the exponential FTTH growth ambition in the UK and Ireland, CommScope is looking for an experienced Key Account Manager. A sales professional that can hit the ground running and can build excellent relationships and handle all touchpoints of the sales process to protect and expand CommScope's values and market share.

The Key Account Manager will focus on BT/Openreach with an opportunity over time to expand the scope to the whole of the UK/Ireland area. He/she will maintain and build solid trust relationships with existing key accounts and develop new opportunity prospects. In this role, one would understand the Customer's business objectives and gives consultative advice. The ideal candidate would possess solid knowledge of the market and has the capabilities to analyse and identify business opportunities and develop winning strategies, to realise the projected growth for CommScope.

### **Task and responsibilities**

The Key Account Manager will translate the organizational strategy and business unit objectives into a clear sales and account plan. This would result in an expectation to meet assigned financial objectives (Revenue and ebitda); including the achievement of product sales/solution sales goals, accounts receivable and obsolescence.

The Key Account Manager would drive account excellence and therefore will be responsible for tactical, operational, and commercial relations with BT/Openreach. Over time the scope may expand, to Virgin Media and Vodafone, as well as maintaining and growing CommScope's senior engagement with the Altnets.

Reporting performance, implementing and using reporting and CRM tools, cross functional stake holder management with CommScope peer functions, as well as forecasting and long-range planning will drive operational excellence. The Key Account Manager will oversee the process and where needed, execute the complete sales cycle, from prospect to cash. A close and result oriented hands on collaboration with all functions in the company will be key.

The Key Account Manager will drive portfolio excellence by providing solutions to our customer's short term needs and by creating visibility to the Business Unit of the Customer's midterm network challenges to resolve. The candidate needs to demonstrate significant expertise in Fiber Broadband product lines.

The Key Account Manager will motivate and coach a team of account managers and create a development, commercial and go-to-market plan that ensures personal and company growth.

**Demonstrated experience for consideration:**

10+ years industry relevancy, ideally working with major service providers and their partners.

Accomplished account management and business development skills.

Outstanding stake-holder management with a solid technical understanding of the telecom service provider sector.

Experience of owning the full sales cycle.

**Highly valued competencies :**

High energy and passion for creating lasting connections

A strong dedication to exceeding expectations.

Carry a high aptitude of social intelligence and commercial awareness.

Asks the right questions and is a good listener.

Communicates comfortably and professionally.

Excellent time management.

Is flexible but focused and can travel as required.

Builds trust and has an empathy for the Customer's needs.

**You will particularly excite us if you:**

Holds a Master's Degree, MBA and industry accreditations or certifications.

Has familiarity with CommScope, our products and services.

Has an established network within the BT/Openreach account.

Knowledge of ERP systems and standard software.

**Why CommScope?**

Our dynamic work environment attracts forward-thinking, hardworking, and caring people who strive to build what's next. We provide our employees with opportunities where they can innovate and build while growing and developing their careers. We thrive with change and know the value diversity plays in bringing forth new insights and generating better solutions. CommScope is an Equal Opportunity Employer. To learn more visit [careers.commscope.com/eeo](https://careers.commscope.com/eeo).

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