

Account Director

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Company: Telefonica Tech

Location: United Kingdom

Category: other-general

Job Description

Account Director

████████████████████ in the Commercial Sales team is responsible for actively winning new work in our strategic verticals, displaying a hunter-gatherer mentality to develop and maintain long-term relationships to maximise value to Telefónica Tech and our clients. Account Director is the main point of contact for your customer and prospects, you will have the job of establishing and building client relationships and working to gain a thorough understanding of their business and the market it operates in. You will seek out and identify new opportunities, following up with client meetings, propositions and proposals as appropriate.

Your excellent leadership skills will also be brought to bear in the management of the delivery team, where you will be responsible for fostering the development of the team's capabilities and expertise in line with client needs and market evolution.

Key Responsibilities for Account Director

████████████████████

- Achieving significant growth within large/strategic accounts including branching out into new areas as well as farming existing accounts;

- Deal-sizes probably in the region of £500K - £10M in areas such as project services, consulting services, managed services and/or IT outsourcing;

Networking, prospecting and lead/pipeline generation;

Bid management, deal-shaping, proposal writing and financial modelling;

Drafting and negotiating contract and commercial documentation;

Continually update and develop product and market knowledge.

Account/Relationship Management:

Engaging at senior levels in client organisations;

Building, managing and nurturing complex stakeholder relationships;

Creating and maintaining detailed client development plans;

Develop and manage key accounts to their full potential;

Ensuring you are aware with all competitive activities within accounts and preventing attrition;

Playing an integral role in new business pitches and hold responsibility for the effective onboarding of new clients;

Act as the key interface between the customer and all relevant divisions;

Work in alignment with relevant Vendors & Partners.

Skills & Experience:

Previous experience in Account Management or Territory Sales within the IT industry and display an attitude that is key to success;

Areas of IT: Cyber Security, Networking, Cloud Computing (Azure/AWS/GCP), Data & AI, Modern Workplace

Experience in strategic industry verticals preferred (Financial Services & Insurance, Manufacturing and Retail)

Strong account management and relationship building skills;

Experience of managing major accounts at head office level;

Highly self-motivated;

Demonstrable experiencing of meeting and exceeding sales targets;

Key Words:

Account Director - Business Development - Cyber Security - Managed Services - Cloud Computing - Azure - AWS - GCP - Modern Workplace - M365 - Microsoft

Array

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