

# United Kingdom Jobs Expertini®

## Account Manager for I&M and telco sector in UK/I (EMEA 260)

[Apply Now](#)

Company: Anritsu

Location: England

Category: other-general

Account Manager UK / Home based Anritsu Corporation has been a provider of innovative communications solutions since 1895. Our EMEA Sales Team is covering the full range of Anritsu Test and Measurement solutions. Customers are at the heart of everything we do, and you will play a vital role building close relationships with our customers. We are looking for an Account Manager for our Sales Team to address the highly competitive Test and Measurement Market. You will be working with a very committed team, keeping up to date with leading-edge products to ensure Anritsu achieves the maximum potential business. As Account Manager you will focus on selling Anritsu Test Equipment to Telecom Operators, AltNets, Contractors as well as Datacenters and Hyperscalers. With your experience in selling high value capital equipment into the respective accounts, you will be able to build positive relationships and generate a mutual understanding with your customers, to ensure Anritsu solutions are established with a win-win-approach. As a key member you represent Anritsu in a professional manner, recognizing selling opportunities and achieving maximum potential business by promoting the full product range. You will be developing contacts inside the customer's organization and awareness about their decision-making process. Working with Product Managers and other colleagues to produce and maintain effective area development strategies. Your role will also include producing accurate and up-to-date business forecast on a monthly basis. We are focusing on candidates with following skills and abilities: To be an enthusiastic and competitive person who enjoys working in a multi-national high-tech environment and can develop the necessary contacts and deal with the appropriate levels of the customers' organisations. Aptitude and experience in selling Test

and Measurement solutions into the Installation and Maintenance sector Strong technical skills in RF testing, wireless communication and/or Optical/high-speed digital testing Strong team player who is also able to work independently Excellent communication, negotiation and selling skills necessary to close deals Education: University Degree in Engineering, Computer Science or Telecommunications 5 years+ of customer-focused experience in technical sales, account management or business development for T&MA valid driving license as you will travel frequently throughout the assigned territory - and occasionally also internationally Fluency in English

[Apply Now](#)

#### Cross References and Citations:

1. Account Manager for I&M and telco sector in UK/I (EMEA 260) [Botanyjobs](#) [Jobs England](#) [Botanyjobs](#) ↗
2. Account Manager for I&M and telco sector in UK/I (EMEA 260) [Adminjobs](#) [Jobs England](#) [Adminjobs](#) ↗
3. Account Manager for I&M and telco sector in UK/I (EMEA 260) [Kashmirhub](#) [Jobs England](#) [Kashmirhub](#) ↗
4. Account Manager for I&M and telco sector in UK/I (EMEA 260) [Manufacturingjobsnearme](#) [Jobs England](#) [Manufacturingjobsnearme](#) ↗
5. Account Manager for I&M and telco sector in UK/I (EMEA 260) [Customerservicejobs](#) [Jobs England](#) [Customerservicejobs](#) ↗
6. Account Manager for I&M and telco sector in UK/I (EMEA 260) [Canadajobsearch](#) [Jobs England](#) [Canadajobsearch](#) ↗
7. Account Manager for I&M and telco sector in UK/I (EMEA 260) [Findengineeringjobs](#) [Jobs England](#) [Findengineeringjobs](#) ↗
8. Account Manager for I&M and telco sector in UK/I (EMEA 260) [Craigsjobs](#) [Jobs England](#) [Craigsjobs](#) ↗
9. Account Manager for I&M and telco sector in UK/I (EMEA 260) [Medicaljobsnearme](#) [Jobs England](#) [Medicaljobsnearme](#) ↗

10. Account Manager for I&M and telco sector in UK/I (EMEA 260) [Techcompanyjobfinder Jobs England Techcompanyjobfinder ↗](#)
11. Account Manager for I&M and telco sector in UK/I (EMEA 260) [EnforcementjobsJobs England Enforcementjobs ↗](#)
12. Account Manager for I&M and telco sector in UK/I (EMEA 260) [Srilankajobs Jobs England Srilankajobs ↗](#)
13. Account Manager for I&M and telco sector in UK/I (EMEA 260) [Chemistryjobs Jobs England Chemistryjobs ↗](#)
14. Account Manager for I&M and telco sector in UK/I (EMEA 260) [SupervisorjobsJobs England Supervisorjobs ↗](#)
15. Account Manager for I&M and telco sector in UK/I (EMEA 260) [NotaryjobsJobs England Notaryjobs ↗](#)
16. Account Manager for I&M and telco sector in UK/I (EMEA 260) [Asiajobs Careers Jobs England Asiajobs Careers ↗](#)
17. Account Manager for I&M and telco sector in UK/I (EMEA 260) [NewyorkjobscareerJobs England Newyorkjobscareer ↗](#)
18. Account Manager for I&M and telco sector in UK/I (EMEA 260) [Jakartajobs Jobs England Jakartajobs ↗](#)
19. Account manager for i&m and telco sector in uk/i (emea 260) [Jobs England ↗](#)
20. AMP Version of Account manager for i&m and telco sector in uk/i (emea 260) [↗](#)
21. Account manager for i&m and telco sector in uk/i (emea 260) [England Jobs ↗](#)
22. Account manager for i&m and telco sector in uk/i (emea 260) [Jobs England ↗](#)
23. Account manager for i&m and telco sector in uk/i (emea 260) [Job Search ↗](#)
24. Account manager for i&m and telco sector in uk/i (emea 260) [Search ↗](#)
25. Account manager for i&m and telco sector in uk/i (emea 260) [Find Jobs ↗](#)

Source <https://uk.expertini.com/jobs/job/account-manager-for-i-m-and-telco-sector-in-uk-i--england-anritsu-2599-37886/>

Generated on: 2024-05-03 by [Expertini.Com](#)