

# United Kingdom Jobs Expertini®

## Account Manager - Translation

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Company: Amplexor

Location: London

Category: other-general

Description Acolad is an international leader in language and content solutions, services and technologies. Represented by the brands Acolad, TextMaster and Ubiqus, the group is present in 25 countries and has a network of over 2,500 internal experts worldwide and 20,000+ external linguists. As well as translation and translation technology, we provide transcription, interpretation, and equipment hire services and solutions. At Acolad, every position is key to our global growth: we know that we will only succeed if our people succeed. Joining Acolad means a unique opportunity for professional development through a collaborative global environment that promotes talent and creativity. We are continuously looking for new talent (like you!) to support our mission to drive growth and innovation across some of the world's leading brand. The role Acolad is seeking to hire a full-time Account Manager to join the Translation department within the Sales team in London, reporting into the Head of Translation Sales. The successful candidate will join a company with a great atmosphere and team spirit.

**Main Responsibilities** Manage a portfolio of active clients and work as a team with Sales and Production Build strong relationships with current accounts with an understanding of their goals and obstacles Seek out and find new business within the portfolio through referrals, cross-selling, and targeted marketing Handle incoming enquiries with responsibilities including discovery, liaising with Production, quoting, negotiating, support communication and invoicing Become an expert in and knowledgeably speak about translation and related services (Desktop Publishing, Subtitling, Voiceover, etc) to offer the best solution based on client need Cross-sell Acolad's other services such as interpretation and transcription when appropriate

**Requirements:** Your Profile: Minimum 2 years' experience

in a client-facing role within the translation and localisation industry Minimum 2 years' experience in an Account Manager role is preferable Experience with Salesforce, Salesloft and Sales Navigator is preferable but not essential The candidate must have a willingness to embrace translation technology and learn new technical processes to be able to sell Acolad's translation services with confidence Customer service focus with a strong commercial acumen Motivated and enthusiastic, with attention to detail and a target-driven mentality An excellent communicator, with demonstrable ability to understand and explain complex ideas Confident and professional telephone and email manner with fluent English Excellent organisational and prioritising skills with the ability to be calm, polite and professional in any situation Hardworking, flexible and friendly; we are looking for people with the ability to lead the business in the future and contribute to the team environment

Benefits: Employee benefits 24 days' holiday per annum (2 days per month pro-rated), in addition to bank holidays Company pension scheme Flexible working Health and dental plan available Excellent record of internal promotion Working arrangements: Training delivered primarily in-person Hybrid working model, with a minimum of two days in the office per week Company laptop provided Application schedule Please submit a cover letter and your CV to apply for this role Suitable candidates will be invited for a virtual interview followed by an in-person interview Eligibility All applicants must either be eligible to live and work in the UK or must obtain permits to work in the UK prior to application. Documented evidence of eligibility will be required from candidates as part of the recruitment process. Acolad is an equal opportunities and disability confident committed employer.

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