

Account Manager

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Company: Candoo Partners Limited

Location: United Kingdom

Category: other-general

A great opportunity to work for a household digital media brand with an enviable reputation & culture covering Central London

The company

Our client are a market leader and household brand operating in an exciting and expanding digital marketplace. They are currently looking to recruit an experienced field based account manager to take over a well-established territory (you must live on or be within a reasonable commuting distance).

About the role

As an account manager, your prime responsibility will be to look after, retain and develop a well established client base. You will do this by regular review meetings and tailoring the right combination of online advertising products, packages, services and tools in order for them to meet their specific business needs. You will ensure they realise the full value of the platform and see a healthy return on their investment. This is a home based hybrid role and will involve a mixture of face to face meetings and Zoom/Teams calls and monthly team meetings.

The person we are looking for has

3+ years experience in a field based account management or business development role.

Consistent track record of performance - sales targets and KPIs

Sales trained, used to a consultative solution led approach.

Resilient with strong communication skills

Analytical and confident with data analysis

Problem solver with the ability to take ownership and resolve issues

Superb territory management/planning skills

What you get:

Basic between £45k to £55k plus uncapped commission

Commission is uncapped, paid monthly and guaranteed for the 1st 4 months

Fully expensed company car (not car allowance) plus fuel card

Contributory stakeholder pension

Optional share save scheme

Private Health care for you and your immediate family with extra perks

Cash plan for dental, optical, physio and much more

Life assurance at 4x your basic salary to a spouse, family member or other nominated person in your life

Full initial and ongoing training

Real career development opportunities

Interested? please apply ASAP this is a great opportunity to join as great company, enjoy the culture and grow your career.

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