

United Kingdom Jobs Expertini®

Account Manager

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Company: GTT

Location: United Kingdom

Category: other-general

Position Title: Account Manager Location: Remote (UK based) Grade: Individual Contributor

About GTT: GTT provides secure global connectivity, improving network performance and agility for your people, places, applications, and clouds. We operate a global Tier 1 internet network and provide a comprehensive suite of cloud networking and managed solutions that utilize advanced software-defined networking and security technologies. We serve thousands of businesses with a product portfolio that includes various Managed Networking Services, Managed Security Services including, DDoS, MDR, FWaaS, SWG, CASB, and ZTNA Secure Connect internet, Cloud Connect Services (Google, AWS and MS Azure) and Global Voice Services (SIP Trunking, CCP for Cisco Webex Calling, MS Teams Operator Connect and Zoom Phone. All of the above solutions are underpinned with GTT's comprehensive range of Professional Services, including Project Management, Technical Management, Service Management, Customer Incident Management and Program Management. Our customers benefit from a customer-first service experience underpinned by our commitment to operational excellence. For more information on GTT, please visit www.gtt.net.

Role Summary: An Account Manager at GTT penetrates our existing client base seeking new opportunities, understanding their challenges, matching their needs with GTT services, and most importantly closing the deals whilst ensuring your customers benefit from a customer-first experience.

Duties and Responsibilities: Scheduling promotional work and tracking sales activities; quoting prices, preparing proposals and providing information regarding terms and delivery, and negotiating contracts. Developing new business within assigned region or industry; gathering data on

marketing trends, competitive products and pricing. Presenting products or services for stakeholders, answering any customer questions and addressing their needs. Prospecting new business, setting and closing appointments with key decision makers, servicing existing business and developing strong client relationships. Penetrates existing companies deeper to understand pain points and sniff out further opportunities. Sells GTT's full suite of products and solutions including connectivity (SD-WAN, MPLS, Internet). Profiles key customers and seeks companies with a decision-making unit and considerable international footprint. Work with the considerable marketing support available to drive further prospecting initiatives. Drive opportunities from discovery, through development to close. Required Experience/Qualifications: Must be confident and hungry to engage with C level executives on their business challenges and translating needs into benefits. Knowledge of Cloud, Network Security and Networking or Communications. Be ambitious, competitive with a winning mentality. Be comfortable with technical topics. You enjoy sales, treat it as an art form and enjoy having fun with the team. Excellent written and verbal communication skills.

(English) Knowledge of applicable sales methodologies (Challenger, SPIN, Miller Heiman etc). 5-10+ years enterprise sales experience Core Competencies: Business Acumen: Knowledge of business concepts, tools, and processes that are needed for making sound decisions in the context of the company's business; ability to apply this knowledge appropriately to diverse situations. Effective Communications: Understanding of effective communication concepts, tools and techniques; ability to effectively transmit, receive, and accurately interpret ideas, information, and needs through the application of appropriate communication behaviors. Negotiating: Knowledge of successful negotiation concepts and techniques; ability to negotiate successfully across the organization and with external vendors and clients in a constructive and collaborative manner. Problem Solving: Knowledge of approaches, tools, techniques for recognizing, anticipating, and resolving organizational, operational or process problems; ability to apply knowledge of problem solving appropriately to diverse situations. Networking: Understanding of the business value of creating mutually beneficial relationships with individuals outside of incumbent's own organization and ability to generate productive relationships with internal and external partners that improve access to resources and expertise. Sales Proposals and Presentations: Knowledge of sales processes, tools, and techniques; ability to prepare and present formal recommendations for how the organization can meet the customer's needs. Value Selling: Knowledge of the principles and practices for selling products, technology

and services; ability to provide overall product/service 'value' and to differentiate support offerings that address clearly understood customer needs. Universal

Competencies: Continuous Improvement: Knowledge of transformation initiatives to drive fundamental changes, enhance responsiveness and efficiency to core business practices. Ability to drive cultural changes from best effort to results oriented. Customer First (Customer Facing): Knowledge of internal customer interactions, creating a culture of accountability, collaboration, and partnership. Ability to build an environment supporting internal customer value creation at every level. Operational Excellence: Understanding the system-driven processes for consistency and scalability. Ability to re-focus processes and systems from integration activity to maximizing a positive customer impact and anticipating future trends.

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