

## Account Manager

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Company: Jonas Software UK

Location: United Kingdom

Category: other-general

## Description

### **Account Manager - Jonas Event Technologies UK**

At Jonas Event Technology is a leading event software company that prides itself on innovation and excellence.

We empower the trade and conference event market with our event management software, enabling them to focus on attendee generation and exhibitor engagement.

This role demands a blend of sales expertise, customer service, and strategic planning abilities to foster long-term relationships with clients and drive revenue growth.

#### **JOB RESPONSIBILITIES:**

##### **Client Relationship Management:**

Build and maintain strong, long-lasting relationships with key clients.

Act as the commercial point of contact between the company and clients, ensuring their needs are met.

##### **Sales and Business Development:**

Identify new business opportunities and strategies to increase market share.

Conduct presentations and meetings with clients to promote the company's products/services.

Negotiate contracts and close agreements to maximize profits.

**Strategic Account Planning:**

Develop and execute strategic account plans to drive revenue growth and achieve business objectives.

Identify opportunities for upselling and cross-selling additional services.

**Team Collaboration and Coordination:**

Collaborate with internal teams, including sales, marketing, and project management, to ensure coordinated and effective client service delivery.

Provide leadership and guidance to account teams.

**Contract Negotiation:**

Lead contract negotiations and renewals, ensuring favourable terms for both the company and the client.

Collaborate with legal and finance teams to finalize agreements.

**Market Research:**

Stay informed about industry trends, market conditions, and competitor activities.

Use market insights to identify new business opportunities.

**QUALIFICATIONS:**

Proven work experience as a Sales Executive, Account Manager, or relevant role.

Strong understanding of sales performance metrics.

Excellent communication and negotiation skills; ability to build rapport easily.

Experience with CRM software and MS Office (particularly MS Excel).

Ability to deliver engaging presentations.

Bachelor's degree in Business Administration, Sales, or relevant field.

Demonstrated ability to communicate, present, and influence credibly and effectively at all levels of the organization.

Proven ability to drive the sales process from plan to close.

Strong business sense and industry expertise.

**PERSONAL CHARACTERISTICS:**

Visionary: Forward-thinking and able to see the big picture, anticipating market trends and industry shifts.

Collaborative: Thrives in a team environment, encourages cross-functional collaboration, and values diverse perspectives.

Resilient: Handles challenges with a positive attitude, adapts to change, and maintains composure under pressure.

Innovative: Embraces creative thinking and problem-solving to drive new ideas and solutions.

Results-Oriented: Driven to achieve and exceed objectives, with a focus on performance and outcome.

If you are a strategic thinker with a passion for client success and have a proven track record in account management, we encourage you to apply for the Account Director position at Jonas Event Technology. Join us in driving excellence in client relationships and contributing to the growth and success of our organisation.

Salary will be commensurate with experience and job responsibilities. We offer excellent benefits. Only candidates who are eligible to live and work in the UK need apply.

**Business Unit:**

Jonas Event Technology

**Scheduled Weekly Hours:**

37.5

**Number of Openings Available:**

1

**Worker Type:**

Regular

**Career Site:**

**More About Jonas Software:**

Jonas Software is the leading provider of enterprise management software solutions to the Country and Golf Clubs, Foodservice, Construction, Fitness & Sports, Attractions, Salon & Spa,

Education, Radiology/Laboratory Information Systems, and Product Licensing industries.

Within these vertical markets, Jonas is made up of over 65 distinct brands, which are respected and leaders within their own domain.

Jonas' vision is to be the branded global leader across the aforementioned vertical markets and to be recognized by customers and respective industry stakeholders as the trusted provider of 'Software for Life' and as an ambassador for technology, product innovation, quality, and customer service.

Jonas Software is the valued technology partner of over 60,000 customers worldwide in more than 30 countries. Jonas employs over 2,000 skilled individuals consisting of a cross-section of industry experts and technology professionals. Jonas is headquartered in Canada and also operates offices throughout North America, the United Kingdom, Europe, Australia New Zealand and Africa. Jonas is a 100% owned subsidiary of Constellation Software Inc., headquartered in Toronto and traded on the S&P/TSX 60.

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