

# United Kingdom Jobs Expertini®

## MOD Sales and Account Manager

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MOD Sales and Account Manager Hybrid; Ideally Southern UK Permanent; Full Time We are working with an industry leading tech services organisation to recruit an MOD (Ministry of Defence) Sales and Account Manager. About The Role Your role will be to secure new business sales and account management activities in MOD, focused on selling and account management of; business advisory services technology consulting digital services CRM cloud data and analytics cyber automation, testing and application management capabilities. You'll play a key part in supporting the ongoing growth of the UK MOD business by the following responsibilities; £10m new business sales target Building and maintaining active and effective customer relationships with Key Client Stakeholders (Commercial, IT and business) Providing account and client management for ongoing engagements supporting growth and client satisfaction Maintaining and developing the opportunity pipeline for new and existing accounts. Co-ordinating and leading on new bids and working with strategic partners (e.g. Microsoft and AWS) as required. About You Ideally you'll have Current SC or DV security clearance – or the ability to be so cleared You'll have a strong sales ethic with a focus lasting relationships You'll be comfortable working on your own but also as part of a small specialised team You'll have an excellent understanding of new world thinking: (Digital Development and Agile Cloud and SaaS, Data, Analytics & AI and Technology Consultancy) Experience of sales / account management in UK Ministry of Defence and its associated organisations Proven client management and internal stakeholder management skills Innovative approach and “can do” attitude If you are a motivated individual with a passion for technology and a strong background in MOD sales, we

encourage you to apply.

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