

## Public Sector Account Director

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Company: Version 1

Location: United Kingdom

Category: other-general

### Job Description

The Sales Account Director is a senior-level position responsible for:

#### Opportunity Management

Driving strategic business growth and profitability through effective account/sales strategies and relationship management. You will be responsible for managing your sales team and setting the direction to achieve your teams targets in line with Version 1's growth plans.

#### Customer Management

Managing and growing Version 1's relationship with a single account or portfolio of accounts. Building and maintaining strong client relationships at all levels, ensuring ongoing revenue run-rate protection, identifying new business growth opportunities, and leading an account team of sales/delivery/technical professionals to meet or exceed sales targets.

#### Contract Management

You will be responsible for your portfolio of account's financial performance metrics (Revenue, TCV and Profit) and Customer advocacy metric (NPS, CSAT). You will be pivotal in ensuring the account is managed in line with contract requirements to maximise return for Version 1 alongside the delivery and commercial team.

The objectives for the Sales Account Director include:

**Leading the contracted relationship:**The Account Director will work in lock-step with the Portfolio Director to ensure the execution of contracts awarded to Version 1 – client engagement, commercials, contracting, delivery practice engagement, and project mobilisation.

**Customer Satisfaction:** ensuring a minimum customer satisfaction score (CSAT) is maintained in line with company/account objectives. The account director will sponsor Quarterly Business Reviews.

**Developing and implementing sales strategies:**The Account Director is accountable for the development and implementation of an account plan detailing growth strategies and activities that align with the Version 1 and customer goals and objectives.

**Building and maintaining client relationships**The Account Director is responsible for building and maintaining strong relationships with clients, understanding their needs, ensuring their satisfaction with the services provided and resolving issues to maintain and strengthen customer trust

**Leading the account sales team :** The Account Director is responsible for the performance of the sales team they will lead, manage and coach the sales team to ensure sales targets and KPI's are achieved.

**Maintaining existing revenue:** The account director is responsible for ensuring existing forecast revenue run rate delivery (quarter on quarter/year on year) is as a minimum maintained.

**Identify new business opportunities:**The Account Director is responsible for identifying new business opportunities within accounts and expanding the portfolio of accounts within the allocated sector (and Version 1 services) through proactive sales efforts.

**Meet sales targets:** The Account Director is responsible for meeting or exceeding sales targets (including Revenue Delivered; TCV Closed; Net New Pipeline) and ensuring the profitability of the accounts managed in line with account P&L and company target KPI's.

**Lead sales opportunities:**developed both directly through our Commercial team or through our strategic technology partnerships (Microsoft, AWS, Oracle, Red Hat, Snowflake etc)

**Collaborate with Internal Stakeholders:**The Account Director will collaborate with key team members in other departments such as Portfolio Directors, Delivery Principals, and Advisory Services, as well as various people across practice, delivery and commercial to ensure that the client's needs are being met.

**Stay up-to-date with industry trends:**The Account Director will stay up-to-date with the latest industry trends and technologies to ensure that the company's sales strategies are effective.

**Provide regular reporting:**The Account Director will provide regular reporting on sales activities, forecasts, and account performance to senior management.

Extensive experience working in a similar role, leading a sales team and setting successful sales strategies within the technology industry and experience in working in a Technology Services and solutions environment with proven expertise in this area (public sector)

Proven experience meeting sales targets as a team and individually

Proven experience maintaining revenue in existing accounts, generating new business within existing accounts and acquiring new logos within a sector

Strong leadership and communication skills, influencing customers and driving success within a sales team

Strong commercial and business awareness, ability to generate useful reporting metrics for the commercial team and wider business

### **Qualifications**

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Strong leadership and communication skills, influencing customers and driving success within a sales team

Strong commercial and business awareness, ability to generate useful reporting metrics for the commercial team and wider business

Strong awareness of trends in the industry

Ability to leverage network to drive new business

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