

# Aditinet UK Jobs:

## Account Manager



At Aditinet we offer you the opportunity to be part of an exciting company culture and experience the fast growing world of IT and cyber-security. All of our staff receive:

- ▶ Full sales and soft skills training
- ▶ Vendor certified sales and administration training
- ▶ Travel and working with industry partners
- ▶ Attendance at trade shows
- ▶ Hours: 35 per week (business times between 9.00-5.00)



Working in our unique environment, you will receive a mixture of commercial and certified vendor training, on-the-job training and be responsible for your own team and area of business.

You will work in a team and receive regular feedback from industry experts and progress through learning and development stages with financial rewards. We will ensure that your training will equip you for the challenges to work in the exciting cyber-security market.

Aditinet UK Account Managers will learn all about the products, the security industry, clients as well as running successful account management engagements and much more.

To become an Account Manager you will need:

- ▶ Great attitude towards team-working
- ▶ Open mind and will to win
- ▶ Energy to contribute

As a Account Manager we will provide you with:

- ▶ Access to great technologies
- ▶ Training and contacts
- ▶ Varied and relevant experience

Why become a Junior Account Manager:

- ▶ Gain insight into a fast growing market
- ▶ Access varied companies
- ▶ Top commercial training

How to become a Junior Account Manager:

- ▶ Check out [www.aditinet.uk/careers-2/](http://www.aditinet.uk/careers-2/)
- ▶ **Contact us now and apply**
- ▶ Start learning....start earning

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Role: Account Manager (duties to include):

- Maintain a high level of technical knowledge of relevant industry products
- Identify solutions for customer business objectives
- Participate in the development and support of presentations for customers and partners
- Clearly articulate technical elements of the value proposition to customers and partners
- Maintain knowledge of competitive landscape and share knowledge with Team
- Contribute to the creation of case studies, white papers, and media articles for customers and/or partners
- Foster a collaborative, team-based environment, sharing best practices and building lasting relationships
- Understand and effectively utilise organisational resources
- Create customer documentation for POC (Proof of Concepts)
- Understand business requirements involved with technical account strategy
- Work effectively with Engineering, Product Development, and Technical Support organisations
- Consistently provide world-class customer service during pre-sales, implementation, and post-sales activities
- Responsibility for Junior Account Manager(s)

Leading to:

- Proactively provide consultative support
- Solve problems independently and creatively
- Deliver customised product presentations using an advanced solution-based sales approach

Training/shadowing opportunities will be given in all areas.

Vendor certifications (where available) are included in training.