

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. Our company works with the most important aspect of IT - people. Our account manager roles allow you to work closely with industry experts, channel partners and IT vendors. You will be directly responsible for identifying and growing opportunities within them.

Role: **Account Manager** (duties to include):

- Understand and effectively utilise organisational resources
- 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
- Maintain a good 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
- Foster a collaborative, team-based environment, sharing best practices and building lasting relationships
- Responsibility for Junior Account Manager(s)
- Proactively provide consultative support
- Solve problems independently and creatively

To become an Account Manager you will need:

- ▶ Great attitude towards team-working
- ▶ Open mind and will to win
- ▶ Energy to contribute
- ▶ Previous experience in account management



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