

Aditinet UK Jobs:

Junior 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 junior account manager role allows you to work closely with industry experts, channel partners and IT vendors while learning the business. You will be part of a team and contribute towards identifying and growing opportunities.

Role: **Junior 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
- Learn some 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
- Gain knowledge of competitive landscape and share knowledge with team
- Foster a collaborative, team-based environment, sharing best practices and building lasting relationships
- Reporting to an Account Manager
- Proactively provide consultative support
- Solve problems creatively

To become an Account Manager you will need:

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



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