



Corporate Account Manager

SALARY Attractive basic and commission structure – car, laptop, mobile

LOCATION London and Home Counties

Losing to a competitor just isn't an option, there's no way your prospect would buy from someone else! You know your market, can facilitate a presentation like no other and have a natural closing ability. Being passionate about the business you work for enhances your success; a customer can always tell if your love of the company and belief in its products are sincere. For those reasons, of course they'll buy from you.

Seeing as we've mentioned products, we're confident that if you work for ADSI, sincerity in both these and the service we provide will be a given. We offer a portfolio of products to enhance technology within their business, along with improving efficiency and operational costs. This, coupled with our complete account management and 360 degree view of the customer, makes us the perfect choice.

Equally important as your belief in our business is the support that you'll receive in your role. This opportunity will see you work alongside, and learn from, our Corporate Account Director; with 20 years' experience in our industry, he is perfectly equipped to further develop your knowledge of the business communications world and further unlock your potential.

So, you think you're ready to take on your next challenge? Does this involve working for a rewarding, successful and flourishing organisation? One that offers uncapped salaries, worldwide incentives, systems that are recognised as being the best in the industry, an attractive holiday package allowing you to recharge your batteries and an excellent team of people to work alongside?

You are passionate about developing relationships, opening doors, overcoming objections and negotiating your way to success. Working for an organisation that positions itself as an industry expert is important, as is the ongoing flexibility to move with the times and consistently exceed customer expectations.

Essential skills to achieve success in this role are:

- A target driven attitude where exceeding KPI's is the only option
- Qualified experience in account development and solution selling
- Excellent presentation skills with the ability to negotiate and close business
- Demonstrable new business wins
- The ability to identify opportunities and take action to seize them.
- Strategic approach to your workload and role
- A detailed understanding and personal interest in our industry

This is a fantastic opportunity to become an integral part in the growth of ADSI, 2019 is set to be an exciting year for us. If you are skilled in the development of new business with a strong focus on providing excellent customer service, we definitely want to hear from you.