

Account Manager

Nottingham, UK



About the role

BYG is a highly regarded and market-leading IT business based in the East Midlands. Through our longstanding commitment to delivering competitively priced solutions, we are able to work with some of the biggest companies in the world. The eLearning industry is growing and, with the right team on-board, we can continue to push the boundaries to create innovative and engaging digital learning solutions.

We're have a fantastic opportunity for a passionate software sales account manager who is looking for their next field sales role. We work exclusively with FTSE 250 organisations and support their internal training needs by creating cutting-edge eLearning and software with a global reach! Our Sales team have a hugely important role to play; identifying new business opportunities and establishing successful, long-term partnerships with our valued clients. A large part of this role involves visiting our clients at their UK and European offices to nurture these relationships and secure the sale of high-value eLearning and software projects.

What does this role involve?

- Generating revenue for the company through the sale of eLearning and software solutions
- Developing and maintaining strong relationships with new and existing clients
- Building and maintaining your own sales pipeline
- Cold and warm calling clients to secure meeting appointments and demonstrations
- Taking the lead in strategy planning for your accounts
- Attending client meetings in the UK and mainland Europe
- Hosting client meetings at our office and leading WebEx demonstrations
- Working towards revenue targets and KPIs for number of calls, meetings and converted leads
- Preparing quotes and requesting resource time for pre-sales
- Effectively gathering client intelligence and sourcing leads
- Keeping up to date with learning technology trends to ensure we are selling engaging and cutting edge solutions.

Our successful candidate will have...

- Strong outbound B2B cold-calling experience
- Field sales experience, dealing with global corporate clients (ideally a minimum of 5 years)
- A background within technology or software solutions sales
- Experience of presenting sales pitches, hosting WebEx/conference calls and running demos with clients
- Fantastic written and verbal communication skills
- A creative approach approach to solving problems
- A passion for sales and winning new business
- The drive and motivation to exceed sales targets
- The ability to clearly and concisely explain complex digital solutions
- A desire to accelerate your career within account management and field sales
- A passion for the technology industry.

What are the 'nice to haves'?

- Ideally educated to degree level
- eLearning sales experience

Upon commencement, you will be provided with a laptop. Once your training period has been completed, you will be given field sales targets and be provided with a luxury company car and mobile phone.

Benefits

- **Holiday:** you'll get 31 days of paid holiday per year (inc. bank holidays) and the office is closed between Christmas and New Year.
- **Development:** our management team provide support to each individual in their professional and personal development. We have an in-house training programme and assign each new employee with a mentor to help them learn the ropes.
- **Pension:** all our staff are auto-enrolled into the Company pension scheme.
- **Events:** our awesome events committee lovingly organise monthly fundraising and social events to get everyone together and raise money for some fantastic causes. We also host an annual summer BBQ at the MD's house and put on a cracking Christmas party.
- **Recognition:** we hold 'employee of the quarter' awards which are voted for by your peers. The 3 people with the most votes get a lovely bonus.
- **Location:** with great transport links, we're just a 15 minute tram ride or 10 minute drive away from Nottingham city centre. The office is just across the road from the Nottingham University Park campus; a beautiful green space with a lake, art gallery and cafe.
- **Food:** we're pretty food-obsessed here at BYG and are lucky enough to have some very talented bakers in our midst. You need some good willpower to avoid that sugar temptation. Oh, and it's tradition to bring in cake on your birthday.
- **Gym:** if you fancy getting fit after all that food, then you're in luck! All our staff get a corporate discount at all of Nottingham City Council's gym and fitness facilities, the nearest of which is just a few minutes walk from the office.
- **Childcare:** if you're a parent and want to save money on your childcare costs you can sign up to our Childcare Voucher Scheme.

What happens next?



If you love the sound of this role please send us your CV, telling us more about yourself and why you're interested in the role. And if you'd simply like to know more or have an informal chat please just call our HR team on 0115 925 2221 or drop us any questions to jobs@bygsystems.com

And if it's not for you – can you think of someone this job could be perfect for? If so please do forward the details on to them!

Let's connect

In the meantime, why not check us out on [Twitter](#) or [LinkedIn](#)?