



### JOB DESCRIPTION: Account Manager

<b>Purpose</b>	<ul style="list-style-type: none"> <li>❑ Manage existing NetworkD accounts in order to:-               <ul style="list-style-type: none"> <li>➢ Increase annual revenues for Support, Maintenance, Training, Additionnal services, Upgrades.</li> <li>➢ Develop new revenue streams for LANDesk products, LANDesk Consulting Services, IMS Services and iValue products</li> <li>➢ Develop and Maintain Strategic Sales Plan</li> <li>➢ Generate and close business to achieve personal sales targets</li> <li>➢ Work on marketing actions in order to generate interests from existing customers database.</li> </ul> </li> <li>❑ Achieve <i>SMART</i> objectives as set by the management</li> </ul>		
<b>Responsibilities</b>	<ul style="list-style-type: none"> <li>➢ Identify new sales opportunities within Account base</li> <li>➢ Call all Accounts at least once per month</li> <li>➢ Generate a minimum of 10 proposals per month</li> <li>➢ Maintain accurate customer records in Goldmine</li> <li>➢ Attend sales and company meetings</li> <li>➢ Work closely with marketing to develop sales/marketing campaigns to promote up-sell opportunities</li> </ul>		
<b>Competency Framework</b>	<b>Skills</b>	<b>Knowledge</b>	<b>Behaviours</b>
	<ul style="list-style-type: none"> <li>❑ Planning               <ul style="list-style-type: none"> <li>➢ Forecasting</li> <li>➢ Market Research</li> </ul> </li> <li>❑ Customer Interface               <ul style="list-style-type: none"> <li>➢ Tele Selling</li> <li>➢ Concept Selling</li> <li>➢ Solution Selling</li> </ul> </li> <li>❑ Problem Solving</li> <li>❑ Administration</li> <li>❑ IT</li> </ul>	<ul style="list-style-type: none"> <li>❑ Company</li> <li>❑ Services</li> <li>❑ Partners</li> <li>❑ Partner Products</li> <li>❑ Vertical Market Sectors</li> <li>❑ Competitors               <ul style="list-style-type: none"> <li>➢ Other Vendors</li> <li>➢ VAR/Reseller</li> </ul> </li> <li>❑ Systems Management &amp; Helpdesk</li> <li>❑ Market</li> <li>❑ Technical</li> </ul>	<ul style="list-style-type: none"> <li>❑ Influencing</li> <li>❑ Self-Motivating</li> <li>❑ Dynamic</li> <li>❑ Goal Orientation</li> <li>❑ Creativity</li> <li>❑ Confidence</li> <li>❑ Organised</li> <li>❑ Team Player</li> </ul>
<b>Qualifications</b>	Significatve experience within a business development role and a proven track record in IT sales and sales management.		
<b>Reports to</b>	France Sales Manager		
<b>Department</b>	Sales		
<b>Location</b>	France – Lille/Paris		