

Job Title	National Account Manager
Reports To	Internal Sales Manager
Job Purpose	Manage a selection of key national partner accounts, setting performance objectives, agreeing commercial propositions and achieving agreed sales targets.

**Key Responsibilities:**

- Establish and grow a portfolio of national accounts;
- Manage the sales pipeline for your accounts from initial request through qualification, approval, quotation and negotiation through to final decision, utilising pre-sales and sales support in a timely and efficient manner to meet customer expectations;
- Create and maintain an account development plan for each of your accounts;
- Provide status updates on win probability and date to assist in prioritisation of pre-sales resource, sales forecasting and network capacity management;
- Ensure Salesforce is kept up-to-date with accurate information on the status of the opportunities at all times, including all communications, whether by email, telephone or meetings as activities within Salesforce;
- Agree and achieve personal targets to at least the minimum sales target as set out and agreed in your Sales Incentive Scheme, whilst working with the sales and pre-sales teams to achieve team targets;
- Engage with product management as required to represent the commercial needs of your national partners;
- Cooperate and collaborate effectively and in a positive manner with other departments;
- Promote products and services by participating in marketing and sales activities including campaigns/seminars/exhibitions/customer workshops in and out of normal working hours as required;
- Assist finance in managing accounts within credit control guidelines, assisting to resolve payment issues in where requested;
- Assist other departments when requested to resolve complaints or disputes;
- Raise any potential improvements to security, efficiency, effectiveness or process to the relevant responsible parties and collaborate with them as requested;
- Continuous development of personal sales skills and techniques, including attending any sales or company training or workshops to which you are invited;
- Keep up to date with Entanet & CityFibre's product & service portfolio;
- Maintain awareness of industry developments and competitive landscape.

## Person Specification

Requirements	Essential	Desirable
Education	GCSE Maths & English or Equivalent	
Knowledge	Telecoms Channel Industry Knowledge	
Experience	Previous Sales Experience Channel Sales Telecom/Data/Network sales (IP VPN, VOIP, Co-Location) Demonstrable record of achieving/Exceeding Sales Targets	
Skills	Good Communication both written and verbal Consultative Selling Account Development Planning	
Personal Qualities	Organised Confident Self Starter Personally Motivated	
Other Requirements (e.g. Driving Licence)	UK Driving Licence	