

CCS Media Recruitment

Account Director

Nationwide (UK) with Agile Working

Role Overview

CCS Media are looking for an Account Director whereby you will play a pivotal role in driving our growth strategy by identifying and securing new business opportunities. You will be responsible for developing and nurturing relationships with prospective clients, understanding their unique business needs, and positioning CCS Media as the preferred partner for their IT requirements.

Key Responsibilities:

New Business Development:

- Lead the charge in identifying and pursuing new business opportunities within the target market segments.
- Develop and execute strategies to acquire new clients and expand our customer base.

Strategic Account Management:

- Cultivate strong relationships with key decision-makers and influencers.
- Collaborate with internal teams to ensure the successful delivery of solutions that meet or exceed client expectations.

Market Analysis:

- Stay abreast of industry trends, competitive landscape, and emerging technologies.
- Use this knowledge to identify areas for growth and position CCS Media as an industry leader.

Proposal Development:

- Prepare compelling proposals and presentations tailored to client needs.
- Work closely with the pre-sales and technical teams to deliver comprehensive solutions.

Revenue Growth:

- Meet and exceed revenue targets through effective sales strategies, negotiations, and relationship-building. Drive cross-selling and upselling opportunities within the existing client base.

Key Skills & Experiences:

- Proven track record in B2B sales, with a focus on new business development.
- Strong understanding of IT solutions and services.
- Exceptional communication, presentation, and negotiation skills.
- Ability to work collaboratively in a fast-paced, team-oriented environment.
- Results-driven with a passion for exceeding targets.

Hours of Work:

- The hours of work are 9.00am – 5.00pm Monday to Friday with 1 hour for lunch.

Benefits:

- Pension Scheme
- Personal Development
- Agile working
- Death in service benefit
- Staff referral scheme
- Your Birthday as Holiday
- Length of Service awards
- Bupa Employee Assistance Program
- Regular Incentives

CCS Media

ccsmedia.com
01246 200 200

Statement:

This job description is issued as a guideline to assist you in your duties, it is not exhaustive, and we would be pleased to discuss any constructive comments you may have. Because of the evolving nature and changing demands of our business this job description may be subject to change. You may, on occasions, be required to undertake additional or other duties within the context of this job description, and according to the needs of the company.

If you are interested in this position or have any questions about the role, please contact:

Claire Walker

Talent Acquisition Manager
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Greg Cork

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Talent Acquisition Specialist

Why CCS Media:

CCS Media is a Technology and Supplies Reseller with over 40 years of experience delivering first-class IT solutions and services to organisations of every kind across the UK and beyond.

Our network of 14 Offices and 1 Warehouse and Logistics Configuration centre, secures unrivalled nationwide scale for supply and service, matched with the comfort of local presence. We work with more than 2,000 manufacturer partners and sell more than 1.3 million products as part of the solutions we deliver to our 14,000 customers. In 2022, we achieved revenues over £281m also we are delighted to have been awarded 2 Stars for Best Companies Outstanding to Work For, Technology's 50 Best Companies to Work For, The UK's 100 Best Large Companies to Work For and 5 regional Best Companies awards.



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Let's Talk Call: 01246 200 200 or Email: letstalk@ccsmedia.com