

# CCS Media Recruitment

## Senior Account Manager

Nationwide (UK) with Agile Working

### Role Overview

CCS Media are looking for an Senior Account Manager whereby you'll play a crucial role in expanding our customer base by identifying and acquiring new business opportunities. The role requires a proactive approach to prospecting, relationship-building, and presenting tailored solutions to meet the unique needs of potential clients. You'll be at the forefront on all strategic engagements, understand the customer's requirements and providing a consultative approach in reaching their technology goals.

### Key Responsibilities:

#### Prospecting and Lead Generation:

- Identify and target new business opportunities through proactive prospecting, market research, and networking.
- Utilise various channels, including cold calling, email campaigns, and social media, to generate leads and create a robust pipeline.

#### Client Engagement:

- Conduct thorough needs assessments to understand clients' challenges and objectives.
- Develop and maintain strong relationships with key decision-makers and influencers.
- Present CCS Media's portfolio of products and services effectively, demonstrating their value proposition to potential clients.

#### Solution Selling:

- Collaborate with internal technical and pre-sales teams to design and present comprehensive IT solutions tailored to meet clients' requirements.
- Develop and present compelling proposals and quotes, addressing client needs and positioning CCS Media as the preferred technology partner.

#### Negotiation and Closing:

- Lead negotiations with clients to ensure mutually beneficial agreements are reached.
- Close deals efficiently and consistently meet or exceed sales targets.

### Market Intelligence:

- Stay informed about industry trends, competitive landscape, and emerging technologies to effectively position CCS Media in the market.

### Key Skills & Experiences:

- Proven experience in B2B sales, with a focus on new business development.
- Strong communication and presentation skills.
- Ability to work independently and collaboratively in a dynamic team environment.
- Knowledge of IT solutions and technology trends is a plus.
- Results-oriented mindset with a track record of meeting or exceeding sales targets.

### 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