CCS Media
an advania company

ccsmedia.com
01246 200 200

CCS Media Recruitment

Senior Account Manager

Nationwide (UK) with Agile Working

Role Overview

CCS Media (an Advania Company) 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

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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
claire.walker@ccsmedia.com

Greg Cork
greg.cork@ccsmedia.com
Talent Acquisition Specialist

Why CCS Media:

CCS Media, now part of the Advania UK family, is a trusted IT solutions provider delivering cutting edge technology and services to businesses across the UK. Joining Advania UK, strengthens our position as a leading IT solutions provider and enhances our ability to offer clients a broader range of services and tailored IT solutions with expanded capabilities and a deeper commitment to innovation and growth.

Our network of 11 Offices and 1 Warehouse and Logistics Configuration Centers, 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 8,000 customers.

In 2023, we achieved revenues in excess of £283m and in 2021 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.

Hours of Work:

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