

Job Description

Enterprise Account Manager

The Enterprise Account Manager focuses on accounts identified as Enterprise (accounts with more than 2000 desktops).

The Enterprise Account Manager role is client facing, the main purpose is uncovering Enterprise Opportunities, to align Insight strategically and formally with the client, whether this be at framework or contractual level. To present all available lines of business to the client and sell wide and deep wherever possible in engaging multi level contracts, vertically and horizontally and ensuring that all lines of business are connected across relevant company or divisional contacts.

Missions

- Prepare, implement and execute Strategic Account plans at both Group and Account level and update on a quarterly basis
- Promote and engage ITS solutions across the entire Account Portfolio
- Responding on RFP's ongoing to achieve the quarterly targets
- Monitor all accounts within the portfolio at Group and Account level and report Quarter on Quarter and Year on Year.
- Implement to the back office teams client requirements and contract/SLA obligations.
- Manage 10-100+ accounts /prospects. Focus on Customer with in an excess of 2000 desk tops
- Build and maintain account relationships and customer satisfaction.
- Identify and win new Enterprise accounts through effective new business development and account management.
- Be able to manage very high revenue based opportunities commercially to meet revenue and margin growth strategies.
- Prepare and Present Quarter, half year and annual business plans to Insight Executive as requested
- Produce L/E and Pipeline as set by the Country Manager

Key Skills

- Sales experience in the IT industry and Software Knowledge
- Be certified on MCP (software licensing) and other software products
- Excellent communication skills (verbal and written)
- English (written and verbal)
- Driven by targets
- Basic understanding of contracts, Terms and conditions and the ability to negotiate standard and non standard T&Cs
- Understand basic financial rules, P&L, Balance Sheet, Cost of sale, budget, leasing.
- Deliver input to Marketing to pull together and lead sales campaigns (via planning / LOB strategies) to increase sales
- Develop Ownership, Quality and Responsibility culture within the Sales team
- Ability to articulate in written format responses to clients day to day needs