

Account Manager

As an account manager, you'll assume responsibility for a number of house and self generated accounts.

The work varies from account, but usually involves:

Achieving sales targets
Attending client meetings
Maintaining and expanding relationships/profitability within existing accounts
Completing administrative work, as required.

Hours and Environment

Your working day will typically include longer hours than the usual 9-5, Monday to Friday. In fact, the working day is usually at least nine hours and there is the expectation that people will stay on or start early for as long as it takes to meet deadlines.

You will be office-based and field based.

Skills and Interests

To be a successful account manager you'll need:

The ability and desire to sell.
Excellent communication skills.
Strong commercial awareness.
Resilience, and the ability to cope with rejection.
A high degree of self-motivation and drive.
The ability to work both independently and as part of a team.
The capacity to flourish in a competitive environment.
Strong presentation and negotiation skills
Confidence, tact and a persuasive manner
Good organisational and time management skills
Good 'people skills', for working with a range of clients
A willingness to work long hours, often under pressure
A professional manner