

# KEY ACCOUNT EXECUTIVE

## Reports to: Head of Sales

### Salary: £18k - £20k + Bonus

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Eyeful Presentations has built an enviable reputation as a world leader in business presentations. Through continued imagination and innovation, we help customers across the globe get the very best from their presentations.

We do this by implementing our proven Presentation Optimisation™ methodology to ensure that every presentation has a clear, engaging story, a strong call to action and stunning design.

Eyeful is an established niche business that gets to work with some of the world's most iconic and exciting brands every day.

We want great team players who possess the business intellect to engage, challenge and deliver results for our customers all over the world.

#### **Benefits:**

- Competitive salary
- An office in the 'Presentation Campus' – The UK's only centre of presentation excellence
- Flexible working environment
- Access to a range of amazing perks through the employee welfare scheme
- Birthday breaks
- An endless supply of healthy breakfast cereals and snacks
- Ongoing professional development

#### **Day - To - Day:**

- Working closely with Eyeful's Account Directors to provide the best service, insight, and advice to our biggest customers
- Working with the Account Directors to carefully nurture incoming enquiries and leads while also identifying new and exciting opportunities within existing relationships
- Building and maintaining close relationships with your own named customers

- Crafting personalised proposals to meet the specific needs of our customers
- Sharing our IP and expertise with senior stakeholders, either remotely or onsite
- Negotiating and closing deals to build your own account base
- Identifying new opportunities and revenue streams within Eyeful's existing customer base

### **Requirements:**

At Eyeful, we recruit on the basis of personal attitude and potential, but the following skills and experience are on our 'wish list':

### **About You:**

- You'll be a goal-oriented and customer focused individual hungry for the next stage in your sales career development
- You'll have the ability to work as part of a team and build strong trusted relationships with customers, colleagues and other stakeholders
- You'll have an eye for detail – ours is a business that prides itself on getting it right first time, every time

### **About Your CV:**

- You'll be looking for an opportunity to carve out a career for yourself in B2B sales.
- You'll ideally have relatable experience ...but impress us with your enthusiasm and ambition and we're happy to chat
- You'll be commercially astute – our projects require you to wrangle with some pretty complex information across a range of sectors so you'll need to be business savvy and quick on your feet
- Ideally, you'll be degree educated – this role is perfectly suited to a graduate looking to build a long-term career in a professional sales environment

If you would like to apply for this position please drop **Luke** a line on [Iriordan@eyefulpresentations.com](mailto:Iriordan@eyefulpresentations.com) or give us a call on **+44 (0)1455 826 390**