

ACCOUNT MANAGER

Reports to: Head of Sales

Salary: Dependent on Experience

General Overview:

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 and communications.

We do this by providing support and guidance around story and structure, equipping presenters with powerful visuals that resonate with audiences, training and coaching those in the 'hot seat', and improving the efficiency and control of the entire process through our digital services. In short, our focus is to be the best at supporting the business presentation conversation.

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

Think of a big B2B brand, and we've probably supported them at one time or another.

We continue to evolve and are on the hunt for great team players who possess the business intellect, motivation and problem-solving skills to engage, challenge and deliver results for our growing business.

Benefits:

- Competitive salary & bonus structure
- Flexible working environment – on the road, at home or a desk at Eyeful's Presentation Campus
- Access to a range of amazing perks through the employee welfare scheme
- Ongoing professional development through mentoring, on-the-job training and access to external resources
- Entrepreneurial culture that embraces new ideas and encourages our people to contribute to the continued growth and development of the business

Day – To – Day Responsibilities:

- 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
- Contributing to quarterly and annual revenue targets, shared with the nominated Account Director
- 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 the ability to problem solve in order to provide a market leading service for our customers
- 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 – you’ll need 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
- You’ll be degree educated

To apply for this position or to discuss in more detail please contact **Luke** on **lriordan@eyefulpresentations.com** or give us a call on **+44 (0)1455 826 390**