

ACCOUNT DIRECTOR (TECH)

Reports to: Commercial Director
Job type: Full-time Role
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.

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 Tech 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 market-leading perks through the employee welfare scheme
- Regular speaking and writing opportunities at industry events and publications
- Entrepreneurial culture that embraces new ideas and encourages our people to contribute to the continued growth and development of the business

Responsibilities:

The focus for the Account Director is to develop and strengthen strategic relationships across several key accounts within the Technology sector.

Perhaps more than any other sector, Technology companies are fighting to be heard above a barrage of homogenous messages, convoluted language and complex communication channels. Our accelerated growth in this segment has come from our reputation in cutting through 'the noise' and crafting powerful visual stories that deliver outcomes for presenters and audiences alike.

This role entails building upon solid foundations to create deep and trusted relationships at a senior level while continuing to drive profitable growth and oversee best-in-class service delivery for our Tech customers.

Account Strategy & Growth

- Build & maintain strong strategic relationships
- Maintain knowledge & awareness of market trends
- Identify & develop potential new revenue streams
- Oversee quarterly ABM strategy
- Facilitate QBR meetings
- Engage & inspire internal stakeholder to achieve the best results

Delivering on Revenue Targets

- Develop & maintain a strong pipeline
- Drive profitability and efficiency
- Working alongside our product and leadership team to build recurring revenue through our Managed Service offering
- Budgeting & reporting to the senior leadership team

Stakeholders

- Customers
- Commercial Director
- Account Manager(s)
- Colleagues within your team (or 'hub')

Requirements:

About You:

- You'll be a goal-oriented and customer-focused individual hungry to further develop your commercial career
- You'll be knowledgeable in what's happening in the Technology sector today ('business intellect') and be able to use this understanding to engage and support customers and colleagues
- You'll be able to work effectively alongside a diverse range of stakeholders - customers, colleagues, partners and suppliers – engaging and inspiring them to help achieve the best results
- You'll have an eye for detail – ours is a business that prides itself on getting it right first time, every time
- You'll be an advocate for diversity & inclusion – helping to promote an environment where people with different backgrounds and experiences can thrive

About Your CV:

- You'll have a proven track record in B2B sales
- You'll be able to demonstrate direct experience of managing and growing enterprise-wide technology relationships
- Previous experience in an agency or professional services role is preferable
- You'll be commercially astute – you'll need to wrangle with some pretty complex information as part of this role, so you'll need to be business savvy and quick on your feet

To learn more and start a conversation about the role,
contact **Luke Riordan, Commercial Director**, on
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