

# ACCOUNT MANAGER

## Reports to: Commercial Director

## 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 tools and visuals that resonate with audiences, and training and coaching those in the 'hot seat' to help improve the efficiency and effectiveness of the entire presentation process. 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 relationship builders 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 – at home, on the road, or a desk at Eyeful's Presentation Campus in Leicestershire
- 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
- Carefully nurturing and supporting enquiries from potential new customers whilst identifying opportunities within existing established relationships
- Building and maintaining close relationships with your own named customers
- Contributing to quarterly and annual team revenue targets
- Sharing our IP and expertise with senior stakeholders, either remotely or onsite
- 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 to further develop your career in B2B sales
- 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 a proven track record in B2B sales and/or account management
- You'll have the ability to problem solve in order to provide a market leading service for our customers
- You'll be knowledgeable with regards to what's happening in the world of business today and be able to use this understanding to engage and support customers and colleagues
- 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 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
- You'll ideally have relatable experience from an agency or professional services role...but impress us with your enthusiasm and ambition and we're happy to chat

To learn more and start a conversation about the role, contact **Luke Riordan** on **[Lriordan@eyefulpresentations](mailto:Lriordan@eyefulpresentations)** or call **+44(0)1455 826 390**