



Business Development Sales Account Manager – Defence

Location: Portsmouth / Hybrid

Salary £45,000 - £60,000 depending on level of experience OTE up to £60K + bonus + benefits

You must be SC cleared or eligible for SC clearance to apply for this role

Our client a Defence IT Consultancy based in Portsmouth is seeking two highly motivated Business Development Sales Account Managers one Senior and one at mid-level. You will be responsible for meeting and exceeding monthly sales targets by proactively developing a strong business account base. Ideal candidates will be committed to providing exceptional customer service, achieving increased sales and fostering new business opportunities that contribute to the growth of the company.

Role duties:

- **Sales Target Achievement:** Consistently achieve or exceed monthly sales targets, as outlined by the company or assigned by Line Management.
- **Customer Service Excellence:** Serve as the primary point of contact for customers, resolving any queries or issues professionally and effectively while maintaining high customer satisfaction.
- **Business Development:** Use your proven sales skills to convert leads and prospects into active accounts, consistently growing your sales pipeline.
- **New Business Generation:** Proactively seek out and develop new business opportunities, expanding on existing leads and generating your own business prospects.
- **Performance Review:** Regularly meet with your Line Manager to review your performance, successes, and areas for development, identifying any necessary training or support.
- **Account Management:** Nurture and develop lasting business relationships with clients, ensuring their accounts are active and contributing to long-term growth.
- **Product Knowledge:** Stay informed about new products and services, promoting and raising awareness among customers to enhance the company's offerings.
- **Customer Relationship Management:** Accurately maintain client information using internal systems to strengthen long-term, profitable relationships.
- **Collaboration:** Maintain effective communication with your Line Manager and Sales team, sharing knowledge, fostering teamwork, and enhancing the overall sales effort.
- **Cross-Department Coordination:** Work closely with other departments when necessary, always acting professionally and respectfully.
- **Record Keeping:** Document and track prospects and client activity, following up appropriately to ensure continued engagement and satisfaction.
- **Meetings and Training:** Attend company meetings and required training sessions to stay informed and develop professionally.
- **Health & Safety:** Ensure safe working practices in line with company policies during all tasks.
- **Flexibility:** Adapt to a dynamic and fast-growing company environment, demonstrating a willingness to take on additional responsibilities as required.
- **Professionalism:** Consistently represent the company with respect and professionalism in all situations.
- If you have any experience in Training & Simulation within Drones or Combat this would be a bonus.

Role requirements:

- The role requires someone who thrives on networking and has the right contacts within the defence/military sectors – and - is comfortable doing a sales role, with sales targets – set on monthly targets and are achieved through proactively prospecting and having strong activity to gain orders.
- The commission/bonus structure is based on a sliding scale on salary / commission and your targets are set based on where your base salary is.
- Sales target is 5 x basic salary in terms of GP invoiced through sales achieved within a financial year. Ultimately for salary, a higher base salary means a higher target to achieve, and a lower salary means it would be lower.
- Hours are full time – Monday to Friday - 39.5 per week. 8.30am to 5.30pm Mon to Thurs and 8.30am to 5pm on a Friday.
- Hours are reduced to 9am to 5pm each day with a current incentive, when target is achieved.
- They operate hybrid working and have 2 all company office days (Tuesday and Thursday).
- The sales team also come in on a Monday, however, they are running an incentive currently where they have flexibility of either coming into the office or working from home on a Monday when they are hitting target.
- For the first month (at least), new starters need to be in everyday for role training and induction.

This is an exciting opportunity for two driven individuals to contribute to the ongoing success of a growing company while developing strong, long-lasting customer relationships.