

<b>Job Title</b>	Account Manager – Structured Cabling Division
<b>Department Name</b>	Sales
<b>Reporting Manager</b>	Richard Leigh – Sales Director
<b>Direct Reports</b>	None
<b>Location of Position</b>	Widnes, Cheshire

<b>About the Role</b>	<p>MLR Networks is a rapidly expanding network infrastructure business providing advanced network solutions to the SME and mid-size commercial markets. Our business is focused on providing IT network solutions that extend the capability and performance of the modern day business. As part of its on-going development MLR would like to recruit an Account Manager to manage, maintain and build on some already profitable customer relationships. In addition, the Account Manager will be tasked with developing new business relationships with new customers for MLR. The Account Manager will be working within MLR’s sales team, with a range of clients from various vertical markets, across the UK. This is an exciting opportunity for a highly motivated sales professional who is looking to build on their existing sales experience. The Account Manager will be required to develop business for MLR’s Structured Cabling division focussing on securing large projects geared around both copper and fibre infrastructure.</p>
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<b>Responsibilities of the Job</b>	<ul style="list-style-type: none"> <li>▶ To target new business through the development of existing, legacy and new business relationships for MLR. This will include but, is not limited to new business through direct prospect communication, leveraging partner relationships and participation in tender responses</li> <li>▶ To achieve given commercial targets and KPI targets as necessary</li> <li>▶ To create, work to and regularly review with the Sales Director, a sales strategy and business plan to achieve the required objectives</li> <li>▶ Create, maintain and manage an accurate opportunity pipeline moving prospects through the sales cycle from ‘Discovery to Close’ within the CRM system</li> <li>▶ To assess, understand and quote on specific data cabling requirements of customers</li> <li>▶ To play a key part in educating the operational team of the scope and delivery requirements for your customer</li> <li>▶ To lead customer meetings and presentations and create professional business proposals based on individual customer needs as required</li> <li>▶ Take commercial responsibility throughout the delivery phase of won projects and communicate effectively with key stakeholders throughout</li> <li>▶ Flexibility of working hours and travelling are key requirement of this role</li> </ul>
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## Skills & Experience Required

### Essential -

- ▶ Minimum of 3 years' experience within a sales role focussed on structured cabling
- ▶ Demonstrable knowledge and experience of specifying and quoting for large data cabling projects
- ▶ Experience of preparing large multi-phase bids & tender returns
- ▶ Target oriented, with a drive to over achieve against set targets and KPI
- ▶ A reliable and strong communicator; building relationships with both clients and MLR staff. Experience of executive level engagement is essential
- ▶ A team player, willing to go the extra mile for colleagues and customer

### Desirable -

- ▶ A good understanding of LAN, WLAN and IP based communication solutions
- ▶ BICSI Registered Communications Distribution Designer (RCDD) or equivalent
- ▶ Experience of selling into both the public and private sectors

### Personal Qualities

- ▶ An entrepreneurial self-starter who can think outside the box and develop new opportunities
- ▶ A good cultural fit for MLR – someone who is used to working within a small but, expanding business
- ▶ A relationship builder who has the ability to gain the justified trust of customers and to close a deal
- ▶ Results driven, and someone who demonstrates drive and determination
- ▶ The ability to organise yourself well, to set goals, to plan and execute the plan successfully.
- ▶ Punctuality, reliability and honesty in all your dealings with staff and customers.
- ▶ Good written and spoken English. The ability to compose clear and effective communications

