

Account Manager

We have a new vacancy for an experienced Account Manager with an understanding of IT server infrastructure along with some basic accounting knowledge, looking for the next step in your career?

You will be based out of our Warrington location however the role will have flexibility to work remotely, and will require attending on-site meetings primarily in the north west of England but on occasion throughout the UK.

What you'll do

You'll manage a portfolio of partners and existing customers, building and maintaining strong relationships to gain an understanding of client businesses, their priorities and strategies, so that you can work collaboratively to confidently propose IT cloud based infrastructure solutions that support their ERP and other integrated solution requirements and ensure Datel Advansys adds value across their broader organisation.

What to bring

You'll possess excellent communication skills with all stakeholders, (both as partners and customers), be creative, upbeat and innovative and with attention to detail and strong commercial acumen in terms of managing pipeline and understanding commercial drivers and value based selling you'll facilitate the development of profitable business and sustainable relationships.

You'll have a keen interest in technology and be passionate about it being used to deliver real business value so that you build and maintain a detailed knowledge of our products and services.

What we offer in return

With the support of strong technical and presales team along with ISO accredited processes you'll enjoy being proactive in winning medium and large sized opportunities and being able to collaborate with internal resources or subject matter experts to assist you in the sales process.

As well as a competitive package, this role gives you the opportunity to build your knowledge and skills, discover and work with new technologies, and work collaboratively with a number of clients to help them realise their business ambitions. You will carry a business target with additional on target earnings and report directly to a board director.

About Datel Advansys

Datel Advansys is a specialist in IT infrastructure solutions, from initial design, architecting, configuring, implementation, through to full monitoring and management of Private and Hybrid Cloud Solutions for mid-market businesses.

Our primary route to market is working with a number of business partners whose customers want to move to a cloud based solution, outsourcing key components of their IT solutions whilst maintaining high levels of security and availability often across multiple geographies around the world.

We are committed to quality processes and industry best practice for IT service management, security and support in line with ITIL principles and ISO standards and all staff have been through the Baseline Personnel Security Standard.

We have a loyal and growing customer base that stay with us for our exceptional service and support, delivered by our highly skilled team. We invest in our people through development, training and support.

Datel Advansys employees can expect competitive salaries, a minimum of 25 days holiday which increases with service, pension scheme and other benefits.