

ACCOUNT MANAGER

Reports to: Account Director

Salary: Dependant 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, equip presenters with powerful visuals that resonate with audiences, train and coach those in the 'hot seat' and improve 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 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
- Working from one of the coolest offices in the East Midlands – 'The Presentation Campus' – and with some of the nicest people in the world
- Flexible working environment – in the office, at home, on the road
- Access to a range of amazing perks through the employee welfare scheme
- An endless supply of healthy breakfast cereals and snacks
- Ongoing development through continual mentoring, on-the-job training and access to external resources

Responsibilities:

The focus areas for the Account Manager are to enable optimised performance in the following areas:

Delivering on Revenue Targets

- Contributing to a quarterly and annual revenue target, shared with the nominated Account Director
 - Identifying new opportunities within the pool of accounts
 - Supporting the Account Director to build revenue pipeline
- Engaging and closing opportunities from personal accounts
 - Addressing customers' presentation challenges by problem solving
 - Which elements of Eyeful's offering is most relevant?
 - Who in the team is best placed to support the customer?
 - Develop your skills and experience with support and guidance from Account Director

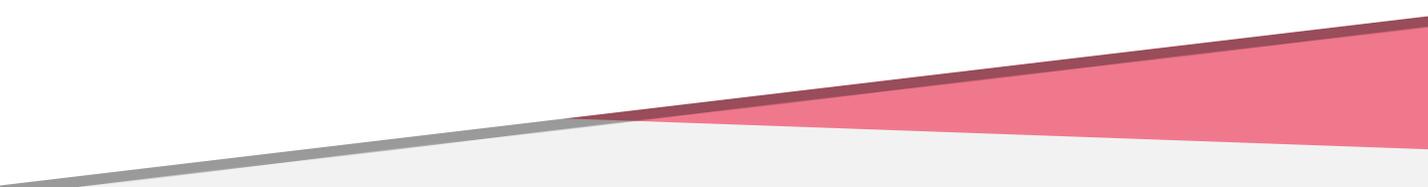
Supporting Account Director

- Providing a range of support services to aid the efficiency and effectiveness of the Account Director
 - Account Based Marketing activities
 - Researching & engaging new contacts within key accounts
 - Producing proposals and other collateral
 - Engaging directly with key accounts on mid-tier projects

Additional Support

- Provide admin support to Account Director, including CRM and Lead Management updates

Stakeholders

- Customers
 - Head of Sales
 - Account Director
 - Colleagues within your team (or 'hub')
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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 for the next stage in your sales career development
- You'll have the ability to problem-solve in order to support your Account Director and provide market leading service for our customers
- You'll be knowledgeable in what's happening in the world of business today ('business intellect') and be able to use this understanding to engage and support customers and colleagues
- You'll have an eye for detail – ours is a business that prides itself on getting it right first time, every time
- Trustworthy, discreet and professional with a strong understanding of the importance of teamwork

About Your CV:

- You'll ideally have some experience in B2B sales... but impress us with your enthusiasm and ambition and we're happy to chat
- 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
- You'll be degree educated