



## **SALES ACCOUNT MANAGER – Government Division**

Due to recent expansion K International, a leading provider of foreign language solutions, is seeking a highly motivated and charismatic self-starter to join our Government division sales team.

K International has been providing services to the public sector since 1986, securing large pan Government framework contracts allowing us to actively promote our services throughout the whole of the UK Government.

We are looking to expand our presence within the UK public sector and are seeking an experienced Sales Account Manager to primarily focus on developing our presence within HM Prison Service, HM Police Service, The Ministry of Defence and Ministry of Justice.

### **Role**

You will be expected to achieve individual and team sales targets through:

- Initiating, developing and maintaining profitable business relationships;
- Identifying client's requirements and proposing effective solutions;
- Finding and developing new business opportunities in accordance with the company's business plan.

Additional responsibilities will include:

- Arranging, attending and presenting client meetings, road shows and trade fairs;
- Liaising with and directing the production team as appropriate;
- Managing and maintaining the CRM system;
- Obtaining, recording and monitoring customer feedback;
- Assisting the Sales Manager and Business Development Managers with the implementation of sales strategies and marketing campaigns.

You will be given a portfolio of clients who regularly place work with us. It will be your job to manage the existing relationship and develop new ones, understanding fully each client's requirement and increasing your portfolios revenue.

You will be supported by our marketing team, Sales Manager, Business Development Managers, existing Account Managers and admin staff.

You will have the opportunity to grow within the business and be promoted to Senior Account Manager as your portfolio develops.



## Skills

The successful applicant will:

- Enjoy the sales process with 1 years sales or account management experience;
- Be highly motivated;
- Able to use their own initiative;
- Dependable;
- Enjoy a challenge;
- Have a proven track record of decision making;
- Excellent communication skills (written and verbal);
- Problem solving focus with the ability to delegate;
- Be able to lead project management activity.

## Package

The successful applicant will receive:

- Competitive basic salary + uncapped target based commission;
- Full industry training;
- An established client portfolio;
- Lead generation and marketing support;
- Technical and project management support;
- Private medical insurance;
- Company pension scheme.

Fundamental to K International's ongoing expansion, this role should be viewed as a fantastic opportunity to build a career in a dynamic growth industry.

Please send your CV and salary expectations to [HR@k-international.com](mailto:HR@k-international.com) (quoting job reference AM-GOV SEP 2010), or apply by post using the information in the sidebar.

K International is committed to being an equal opportunities employer. Our employment policy aims to ensure that staff are employed on the basis of ability and the requirements of the job and that no job applicant or employee receives less favourable treatment because of race, religion or religious belief, colour, nationality, ethnic origin, gender, marital status, sexual orientation, disability or any other grounds which are unjustifiable in terms of equality.

Closing date: Monday 20<sup>th</sup> September 2010