

## Account Manager

UK – London

**Company Summary:** Fast-growing business internet solution provider specialising in Infrastructure as a Service (IaaS) products including connectivity, hosting and IP services. We have developed some of our own technology focusing on high speed and reliable solutions. We currently supply a wide range of internet services to small, medium and enterprise level businesses.

Based in cutting edge offices on the river next to Tower Bridge, Fluidata is planning rapid expansion as more companies understand the business benefits on offer.

**Position:** The Account Manager is a critical part of the business and will be tasked with managing existing client relationships and actively seeking out new clients through lead generation, meetings and client demonstrations.

Successful candidates will be the first point of contact for all non-support client enquires. Excellent account management skills are required, to nurture cross-selling opportunities and ensure existing client relationships are maintained.

The Account Manager will be targeted on a monthly basis, with achievable but challenging targets. In return, successful candidates will enjoy an excellent package with fantastic growth potential in this rapidly expanding organisation.

This job would fit an experienced and professional salesperson, a team player with excellent communication skills, who is looking to become an integral part of a fast growing business.

**Relevant Work Experience:** 2+ Years in Sales Executive/Account Management Role

**Career Level:** Account Manager

**Minimum Education Level:** A-Levels/Degree

**Beneficial Experience Level:** Experience in telecoms

**Job Type:** Permanent

**Job Status:** Full Time

**Salary:** Uncapped OTE of £35,000 - £80,000