

Trainee Engineering Account Manager

Training Programme

Overview

One of the most established and experienced providers of telecoms and IP engineering solutions for businesses in the UK, Spitfire represents an exceptional place to build your career. We believe that all our staff play a key role in the success of our business, and as such we are dedicated to the personal and professional development of all our employees.

At Spitfire our relationship with customers is based on trust and authority. This means that our Engineering Account Managers take responsibility for the full sales cycle, from customer acquisition and pre-sales consultation, to quoting and closing the deal. They are also responsible for the ongoing account management and development of our customers.

Learning is a key part of our culture and all Graduates are provided with an excellent training programme where they are constantly challenged to learn new things and expand their knowledge of modern communications technology. Employees are encouraged to invest in their own learning and development, and everyone who joins us has the opportunity to obtain widely recognised engineering qualifications.

What will I study?

Our Graduate Programme covers two areas: Telecoms and IP Engineering, and Sales. Both topics are covered extensively enabling Graduates to gain a thorough understanding of what they need to know in order to be highly successful in their career at Spitfire.

Telecoms and IP Engineering Training

The Telecoms and IP Engineering training is done in house and covers a wide range of subjects where graduates develop a good understanding of technical concepts and how they work. Subjects studied include learning about the Internet, computer science, software engineering, IP networking, and about Spitfire's products such as hosted solutions and broadband. In addition to this, all Graduates achieve the widely recognised Cisco CCENT qualification during their first year at Spitfire.

Sales Training

The sales training is designed to enable Graduates to learn about sales techniques and processes, so that they will be highly successful working in a fast paced sales environment. The sales training is done internally and externally, and covers a wide range of topics from sales methodologies and account management, to product knowledge and commercial awareness.

How long will it last?

Training at Spitfire never stops and all Graduates are constantly learning throughout their career. Once Graduates have completed their extensive training programme they continue to undergo regular training courses internally and externally, allowing them to keep up to date with industry technology as well as continue to fully embed what they have already learnt.

Do I need a degree in engineering or technology?

No. Our Graduates have degrees in a variety of disciplines ranging from Business and English to Biochemistry and Economics. It is expected that graduates have Maths A Level or an equivalent STEM subject. All graduates must be willing to learn, be passionate about Spitfire and what we do, and be excited about developing their career in Telecoms and IP Engineering sales.

For more information please contact careers@spitfire.co.uk.



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