

Graduate Account Manager

Job Description

Established in 1988, Spitfire are a leading owner managed medium sized internet and telecommunications service provider. We are one of the select few in the UK to have our own core network. We provide innovative Internet, Cloud, IP telephony and IoT solutions to over 5,000 business customers, many of whom are famous brand names. With emphasis on engineering skills and industry leading customer service, we aim to build long term business relationships.

We are currently looking for graduates with the drive and determination to succeed in a dynamic sales team to enrol on our industry leading training programme. Located in London or Birmingham this is a fantastic opportunity to join an exciting technology company in a fast-moving industry and build a long-term high earning career.

Earn a highly competitive starting salary of £31,500 in London and £27,500 in Birmingham, with additional commission and bonuses leading to an OTE of up to £41,500 in the first year in London and £36,500 in Birmingham. You can expect this to increase to £39,500 with a £49,000 OTE in year 2 and £49,000 basic with an OTE of £64,000 in Year 3 (London).

You can expect this to increase to £33,500 with a £43,000 OTE in year 2 and £38,500 with an OTE of £53,500 in Year 3 (Birmingham).

You will start your first year with a comprehensive training programme where you will receive in-depth technical and sales training, including working towards gaining your CISCO CCNA certification. This is a challenging graduate role with responsibility for managing customer's technical requirements from a very early stage and so successful candidates will be able to apply themselves right from the off. You will be trained with all the skills needed to start making business to business sales to a broad range of Small to Medium Enterprise customers.

This is an outstanding first step for a high achieving graduate candidate who is career motivated and looking for their first **technology sales role**.

You will have at least a 2.1 in a STEM, IT, computer science, business, economics, geography / geology, or similarly intellectually challenging degree subject. Engaging to talk to, you enjoy mastering a subject and then applying your knowledge accurately to make a difference in the workplace.

You must have permission to work in the UK for 2 + years.

Location: London, SW9 or Birmingham, B4 6AT

Hours: Monday to Friday, 40-hour week, permanent full time

Responsibilities

- Learn, assimilate and keep up to date with industry technology
- Manage client relationships to grow and cross sell Spitfire's products into new customers and existing customer base via telephone and customer facing meetings
- Have a competitive nature to challenge yourself, meet and exceed set sales targets and sales activities
- Identify sales opportunities within the existing base in order to capitalise on maximum sales growth
- Understand and keep abreast of competition, their issues, products and pricing
- Provide support and day-to-day account management to allocated customers
- Assist other departments in resolving customer issues to help retain clients
- Prepare written presentations, customer demonstrations, costs saving analyses, and product quotations
- Record all sales leads and manage these on a day-to-day basis
- Update and provide accurate sales order and forecasting figures

Benefits of Working at Spitfire

- Spitfire offer excellent earning potential and reward generously for success and hard work
- As a company we provide our Graduate Account Managers with structured engineering, technical and sales training, via both internal and external courses
- Our Sales teams enjoy regular motivational competitions and incentive schemes
- We believe that everyone plays a part in contributing to the success of our business, and therefore we are dedicated to the personal and professional development of all of our employees
- All graduates are expected to obtain professional CISCO CCNA engineering qualifications, which are widely recognised and allow them to develop extensive product knowledge and understanding to become the best in the industry
- Our offices are modern and open plan with fantastic views towards the City of London
- We also provide Permanent Health Insurance after two years continuous employment
- Access to our Employee Wellbeing assistance service.
- The opportunity after a successful probation period to work from home up to 50% of the week.
- There is a gym next door
- Successful applicants will be eligible to apply for a rental deposit loan



Our sales team is primarily made up of graduates who have developed their careers with Spitfire, and whilst they like to work hard, they also like to socialise regularly visiting nearby pubs and playing various team sports.

Find out more about what it is like to work in sales at Spitfire by clicking the link below:

<https://www.youtube.com/watch?v=wniNiSokdQc>

Please apply for this job at hr@spitfire.co.uk **if you meet the minimum requirements** and we will get back to you for an initial conversation before scheduling the first interview. Ensure that your CV has **all** your education from school to date along with the subjects and grades attained. There must be no unexplained gaps.

If you do not hear back from us, then you have been unsuccessful in your application.



We believe that everyone plays a role in contributing to the success of our business. Find out how you can be part of it today.