

Sales Account Manager



Job Description

Spitfire was founded in 1988 in London and is a leading business-to-business ISP and telecoms provider, based in London and Birmingham. With over three decades of experience, we specialise in delivering innovative and secure connectivity using our One Network solution, including fixed-line fibre services, WAN, firewall security, direct cloud connectivity, and IoT/M2M solutions.

In October 2023, we launched as a full MVNO, uniquely positioned to offer private and secure IoT networks. Our solutions ensure data stays 'on-net,' leveraging direct UK MNO connectivity into One Network to capitalise on our existing Cloud Connect and fixed line services. With the upcoming launch of our multi-IMSI multi-network SIM, we will provide unparalleled coverage, redundancy and reliability, ensuring traffic remains secure across any UK network.

We are seeking a driven **Sales Account Manager**, to sell business data connectivity, cloud and voice solutions.

Location: London, SW9 or Birmingham
Hours: Monday to Friday, 40-hour week
Start Date: ASAP

The Role

The role focuses on managing and developing an existing customer base, as well as acquiring and developing new customers to grow it further.

The ideal candidate will have already worked in telecoms or technology sales for one to three years and is now looking for the next step in their sales career. They will have a good understanding and proven track record of selling fixed line, cellular connectivity, cloud, firewall/security solutions and/or hosted telephony with the ambition to drive significant revenue growth. We will also consider candidates who have demonstrated sales success in other industries, who have a keen interest in technology sales.



Key Responsibilities

- **Customer Growth:** Develop long-term relationships and growth strategies to maximize revenue from existing and newly signed customers.
- **Business Development:** Identify and secure new customers and partners.
- **Industry Expertise:** Leverage knowledge of fixed line, cellular, cloud and IoT technologies to craft tailored solutions for clients.
- **Market Research:** Stay updated on industry trends, competitors, and emerging technologies.
- **Collaboration:** Work closely with internal teams to design proposals, assist with creating marketing materials, and refine product offerings.
- **Technical Expertise:** Understand and effectively communicate the technical aspects of our solutions, including private networks, VPNs, APNs, multi-IMSI SIMs, and secure data routing.

What We're Looking For

- You will have **at least a 2.1** in a STEM, IT, computer science, business, economics, geography / geology, or similarly intellectually challenging degree subject.
- **Experience:** Minimum 1-3 years of sales experience.
- **Industry Knowledge:** Familiarity with fixed and wireless data connectivity, WAN, cloud, hosted telephony, firewall security and IoT solutions.
- **Proven Success:** A track record of meeting or exceeding sales targets and growing customer or partner accounts.
- **Drive:** A self-starter with excellent prospecting and closing skills.
- **Technical Acumen:** Ability to grasp and explain technical solutions to non-technical stakeholders.
- **Communication:** Exceptional interpersonal, presentation, and negotiation skills.

Benefits of Working at Spitfire

- **Innovative Environment:** Be part of a responsive team offering cutting-edge and industry leading telecoms, networking, security and IoT solutions.
- **Career Growth:** Opportunities to develop professionally within a supportive and dynamic team.
- **Competitive Package:** Attractive salary, bonus, and benefits.
- **Location:** Flexibility to work in London or Birmingham.
- Our offices are modern and open plan, providing a safe and comfortable working environment



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



If you're passionate about technology, specifically telecoms and IoT, and have the drive to succeed in a high-growth environment, we'd love to hear from you. Please apply for this job at hr@spitfire.co.uk and we will get back to you for an initial conversation before scheduling the first interview.

Your CV **must** include all your education from GCSEs to your most recent qualifications, note the subject, grades and dates attained and which institutions you attended. There must be no unexplained gaps on your CV.

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



Spitfire provides competitive salaries and rewards generously for success and hard work