

Junior Account Manager

School:	Eteach HQ	Posted:	18th April 2024
Location:	Bracknell, Berkshire	Expires:	26th February 2025 01:45 PM
Contract Type :	Permanent	Start Date:	As Soon As Possible
Salary:	£24,000 to £27,000 per annum plus commision	Job ID:	1415806
Hours:	Full Time		



Eteach is seeking a talented individual to take on the role of Junior Account Manager.

As a Junior Account Manager, you will be responsible for managing and growing relationships with our key clients. Your primary focus will be on understanding their needs, identifying opportunities for growth, and ensuring their satisfaction with our products and services. You will serve as the main point of contact for these clients, collaborating with internal teams to deliver solutions that exceed expectations.

What we offer:

- Competitive base salary with a generous commission structure
- Ongoing training and professional development opportunities to enhance your sales skills and product knowledge
- Opportunities for career growth and advancement
- Exposure to cutting-edge software solutions and industry-leading clients
- Comprehensive benefits package, including health insurance, enhanced pension scheme, etc

Key Responsibilities:

- Manage a portfolio of assigned accounts, ensuring client satisfaction and retention
- Develop and maintain long-term relationships with clients, acting as their main point of contact
- Understand client's needs and objectives, and provide tailored solutions to meet their requirements
- Proactively identify opportunities to upsell and cross-sell our products and services
- Collaborate with internal teams to ensure timely and successful delivery of solutions according to client's needs
- Resolve any issues or concerns raised by clients in a professional and efficient manner

Requirements:

- Prior experience in account management or customer service (desired)
- Excellent communication and interpersonal skills
- Strong problem-solving abilities
- Ability to build and maintain relationships with clients
- Proven track record of meeting or exceeding sales targets (desired)
- Proficiency in CRM software and Microsoft Office Suite (desired)
- Ability to work independently and as part of a team

If you are a self-driven individual with a passion for delivering exceptional sales or customer service, we would love to hear from you. Join our team at Eteach Group and contribute to our mission of providing innovative solutions to our clients in the education sector.

About us:

Eteach is a specialist EdTech company, leading the way in delivering Job boards and recruitment software for schools and colleges. We are proud to work with thousands of schools and colleges across the UK and Internationally. With our HQ in Bracknell, Berkshire we also have offices in Cardiff and Dubai.

Why join us?

Being part of the Eteach team means you will be passionate about making a difference in education. Everyone here believes in providing better products and services so that schools and colleges can invest more in their pupils.

Eteach welcomes applications from all suitably qualified individuals regardless of gender, age, race, religious belief, disability, or sexual orientation. We celebrate diversity and are committed to creating an inclusive environment for all employees.

You must have the right to work in the UK and be able to commute to our Bracknell office.