

Account Manager: Aerospace & Defence (x2)

BOXARR is looking for consultative account managers to join our sales team. In return we offer a very rewarding opportunity, to work in a growth-oriented, fast-paced, entrepreneurial and fun environment.

Maintaining and expanding relationships with strategically important customers, you will be responsible for achieving sales quotas and strategic account objectives.

The ideal candidate will have the ability to develop deep understanding of the customer, and their needs, then demonstrate how a BOXARR solution will help them achieve their objectives. A self-starter, you will need minimal supervision, yet will proactively communicate at all levels of the business. The ideal candidate will likely have at least 4 years of relevant experience, and hold a current SC.

Key Duties & Responsibilities

- Able to achieve sales growth with both new and existing customers.
- Can demonstrate a solution-oriented approach to selling.
- Maintains detailed and comprehensive CRM information.
- Communicates key information to executive management.
- Engages with customers on a regular and well-planned basis.
- Quickly follows up on new leads and prospects.
- Confidently demonstrates Cloud based analytics, data and modelling products.

Skills of interest

- Demonstrable success closing business in aerospace and defence.
- Successful track record using consultative sales approach including:
 - Customer development
 - Relationship building
 - Needs analysis
- Strong communication and listening skills.
- Detailed working knowledge of at least 1 CRM platform (Salesforce, Zoho, etc).
- Experience producing weekly, monthly, and quarterly sales updates.

Benefits include:

- Regular staff events
- Private Health Insurance
- Generous Pension Scheme
- Cycle To Work Scheme
- Critical Illness Cover
- Discounted Gym Membership
- Life Assurance Scheme

A healthy work-life balance is very important to us and we offer a fun and enjoyable environment with flexible working hours.

We believe that it is not possible to put every type of diversity into words. We always have and always will live with the intention that every person, from every background and demographic, is welcome. Whoever you are, and wherever you come from, we believe you have something to add to our mission. If this sounds like the place you have been looking for, apply today. We look forward to hearing from you.

HEADQUARTERS

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