

## Job Description

<b>Company:</b>	Sanderson <a href="https://www.sanderson.com/">https://www.sanderson.com/</a>
<b>Role:</b>	Account Manager
<b>Industry:</b>	Retail Ecommerce   Software and Services
<b>Location:</b>	Headquarters in Rossendale, Lancs. Can be based remotely in UK
<b>Territory:</b>	UK
<b>Salary:</b>	Basic + Uncapped Bonus + Car Allowance + Benefits
<b>Reporting to:</b>	Managing Director

Sanderson Multi-Channel retail is a division of Sanderson Group Plc and operate as a software and service company working with a number of leading retailers and brands in the retail sector. We work with fast growing retailers such as Hotel Chocolat, Office Shoes, Richer Sounds, and Beaverbrooks to name a few. We work with their teams to deliver software applications that improve their customer's experience and drive sales growth across all channels.

Due to our continuing growth we are now looking to appoint an Account Manager to work with the senior team and help continue to drive growth from our customer base and help shape our value proposition to the market. Reporting directly to the Managing Director this role is responsible sales generation, development and closing of new business via face-to-face meetings, conference calls, events etc. This role will be crucial in the sales process by building relationships with new clients and understanding customer's needs.

### **Responsibilities**

- Handle all aspects of the sales cycle from prospecting to contracting and closing
- Development of new opportunities from within the major customer accounts base
- Sales of software and ongoing hosting and support services
- Work with creative and delivery teams to ensure effective onboarding

### **Experience**

- A proven track record in account management/sales and able to handle opportunity development activities as well as follow up leads.
- Worked in roles selling software and services into retailers.
- A strong understanding of technical, cost, risk and business implications of service solutions.
- Able to deal at Board Level.

### **Other**

- Excellent oral and written communication skills.
- A tenacious attitude to acquiring knowledge
- Fluent English speaker.
- Good educational credentials.
- Driving license

### **Other Benefits**

- Holidays (25 days with buy back scheme for additional)
- Pension (Statutory)
- Snacks (tea and coffee provided)
- Lunch (free team lunch on Fridays)