

Account Director – The Opportunity

This is a rare opportunity to join Computeam in a senior sales role. We are a fast-growing, dynamic company offering a great culture and superb employee benefits and we've recently been accredited as Investors in People Gold.

Computeam is an EdTech specialist offering managed services and IT solutions to UK Schools. We are on all of the major procurement frameworks endorsed by the DfE and have ambitious growth plans over the next 5 years. Partnering with major education vendors such as Microsoft, Google, Aruba, Acer and Promethean, you will have access to the best of breed education services and solutions to make your role a success.

Reporting directly to the Chief Commercial Officer and working closely with the CEO, as **Account Director** you'll be tasked with developing, and winning business in major strategic accounts such as Multi Academy Trusts and FE Colleges through the production of high quality, concise and compelling solution proposals.

Working with our Bid Team and Account Managers, the Account Director will own the opportunity from the point of qualification, develop the opportunity in line with Computeam's capability and drive the deal through to its natural conclusion.

You will coordinate the necessary sales, bid and presales capability together to create a compelling proposition for the customer, and bring the opportunity through the necessary governance processes appropriate for the commercial risk and value.

This is your chance to make a real difference to the UK EdTech industry at one of its fastest growing and most ambitious companies.

What will I be doing?

This role will suit a proactive, articulate and ambitious sales professional with a proven track record in education sector sales within the IT industry.

On a day-to-day basis you will be Working as part of the Commercial Team, managing your own time and working to deadlines according to commercial opportunities. The job role is varied and dynamic, with typical activities including:

- Take a leadership role in strategic business development and key client engagement
- Identify suitable opportunities from inbound enquiries via the national education frameworks Computeam have places
- Generate strategic opportunities through networking and referral among key clients
- Qualify opportunities by engaging with prospects and attending pre tender meetings
- Produce and co-ordinate high quality solution proposals, tenders and RFQ responses including;
 - Identifying and owning the winning solution and win price
 - Competitive dialogue when necessary
 - Contract negotiation if required within new business opportunities
 - Handover into delivery.
 - Aligning client requirements with our products and services to provide the right solutions
 - Quality assure and manage bid production
- Deliver internal and external presentations to a high standard
- Act as a senior escalation point for Key Client requests and issues

What skills & experience do I need?

To join us as Account Director you will need:

- A proven and referenceable track record of at least 3 years or more, selling IT managed services and solutions to the education sector through the production of high quality costed proposal documents, strategic planning documents, RFQ and tender responses.

- To excel at “pitch” presentations and be comfortable in engaging confidently at senior executive level in the Education Sector (CEO, COO, CFO, Executive Principal).
- To Understand the concept of strategic solution selling based on a long-term view and broad understanding of business and market dynamics in the education IT industry.
- Extensive knowledge of delivering complex IT solutions and proposals.
- Ability to be creative in commercial offerings and guide product and service development.
- Track record of winning large technology focused contracts
- Hold a full UK driving licence and be prepared to travel anywhere within our current geographical reach mainly along the M5 , M6 corridor from our office hubs in Taunton, Birmingham and Manchester

What are the benefits?

Computeam hires people who are passionate about making a difference in education. Job satisfaction and employee engagement are sky-high at this company which is a benefit in itself!

In addition, you will receive

- A competitive base salary of £40,000 - £45,000 depending on skill and experience with OTE £80,000 - £90,000 (uncapped).
- Generous travel allowance
- Feel like an owner with a Profit share scheme after 12 months.
- Based from one of our regional hub offices with flexible Home/office working, hours based on results.
- High quality pension plan with employer contributions
- Funded Learning and Professional Development scheme
- Discounted rates on technology products
- Cycle-to-work scheme
- 33 days paid leave including Bank Holidays
- Regular social events
- The latest tech for work

What to do if you are interested:

Please send a CV, and a short covering letter to jobs@computeam.co.uk with “Account Director” in the email subject line. In your covering letter please address the following briefly:

- Why do you think you are a good fit for this role?
- How will you lay the foundations for success in your first 6 months in the job?

We are expecting to hold virtual interviews in late April /early May 2021, and thereafter will meet with shortlisted candidates in person for a final assessment stage.

Job Type: Full-time, Permanent