

### **Account Manager**

Reporting to Senior Account Manager the successful candidate will be conversant with selling of ICT hardware, software and solutions.

#### **Key responsibilities**

- Consistent attainment of overall sales targets in ICT solutions
- Prepare, plan and execute sales programs aimed at market penetration, relationship building, sales presentations and promotions to meet customer's specific needs.
- Prepare and submit tenders.
- Oversee full delivery of the proposed customer's solution(s)
- Gathering market and customer information and providing feedback on future buying trends
- Liaising with internal departments to check on the progress of existing orders.
- Building opportunity funnels, making accurate sales projections and forecast for the week, month, quarter and year
- Documenting, reporting and discussing execution of plans, sales and margin analysis and overall productivity with the Sales Manager

#### **Knowledge, Skills and Experience**

- Business Degree preferably in Marketing (or Sales Diploma with 3+ years' experience in corporate selling.)
- Minimum 3 years hands on experience in Sales in the ICT / telecommunications sector
- Good understanding and competency in selling high end ICT solutions ranging from Integrated security systems (Access Control, CCTV, Fire & Intrusion), Servers & Storage, Converged Communication Solutions, Routing & Switching, Unified Communication & Collaboration, Networking and Wi-Fi Solutions, Turnkey Software projects including ERPs.

#### **Core Competencies**

- In-depth product/brand knowledge
- Strong customer relationships
- Thorough business planning.
- Self-driven, results and performance oriented individual with ability to meet sales targets
- Good team player with excellent negotiation and presentation skills

### *Sales and Marketing Manager*

#### Job Purpose

- Achieve agreed sales targets.
- Organize resource, train, develop and manage the sales team to meet the requirements of our chosen market segment.
- Submit and achieve quarterly business forecasts.

#### Principal Accountabilities

1. Achieve agreed targets for both orders and margin
2. Meet with top level decision makers in the accounts in order to:-
  - Establish their business needs and to ensure these requirements are fully documented in an account plan or sales proposal
  - Create interest to sell new concepts and to establish a favorable climate in order that the relevance of LANTech LTD new products and services to the business requirements is understood and accepted
3. Ensure that sufficient business potential is built up and provide realistic forecasts of current and future business.



### ***Sale Unit Job Descriptions***

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4. Hold regular reviews of progress with senior customer management to ensure developments are mutually in line with expectations and to identify and ensure the resolution of customer satisfaction issues and establish customer-training programs.
5. Co-ordinate and monitor the total LANTech LTD performance on the Accounts in the achievement of the Account Plans so that the revenue and profit accruing to LANTech LTD is maximized
6. Acquire and develop knowledge of competitive equipment and strategies.
7. Establish and control sales expenditure within agreed limits.
8. Promote and maintain the Company's image
9. Efficient management and operation of the Sales team including supervision of all sales administration function, attendance to debts, and development of the sales professionalism and expertise of those sales staff for whom he/she has responsibility.
10. Produce and submit monthly sales reports
11. Assist in the development of the agreed market segmentation, marketing and product/marketing introduction plans

### **Entry Criteria**

- Graduate education
- Professional qualifications in Management or Accounting an advantage
- Normally 4 years of selling with a consistently high level of achievement frequently above target level.



### ***Sale Unit Job Descriptions***

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- Minimum age 25
- Evidence that the individual is recognized as a seasoned, professional sales authority within his/her sphere of influence and that the experience has been gained over a wide sales arena such as a product launch, a successful competitive knock out, complex sale wins etc
- Evidence of authoritative knowledge of LANTech LTD products, group activities, business techniques and industry related information and that such combined knowledge has been successfully applied in selling new and advanced LANTech LTD system products
- Evidence of ability to manage, co-ordinate, direct, motivate and control staff reporting both directly and indirectly.
- Successful completion of the Strategic selling workshop and attendance of a recognized General Management Course.
- Persona qualities e.g. – leadership – ability to gain respect of peers and subordinates/drive, commitment and empathy.

### **Appointment Procedure**

Successful attendance at a group sales panel.