

Company: Customer Focus Software
Title: Account Managers (Two Positions)
Location: London, Soho
Salary: £32,000 - £37,000 per annum, OTE of over £45,000

Seeking a smart, talented Account Manager with an understanding and passion for technology within the B2B space. The Account Manager will be responsible for managing a portfolio of current clients to ensure we meet their expectations and drive additional revenue opportunities. You will utilise a deep understanding of our clients, their challenges, strategy and opportunities to package and present tailored solutions and be able to deliver effective and efficient account management that drives client performance. You will be required to maintain comprehensive and current knowledge of all account activity, forecast opportunities and ensure we exceed sales targets for assigned accounts. With clients throughout the USA it is expected that some travel to the USA will be required.

Minimum qualifications:

- BA/BS Degree
- 3 years of relevant work experience

Preferred qualifications:

- BSC/MSC/MBA or graduate degree.
- 3 years of experience engaging retained accounts, developing strategy and structuring proposals.
- Relevant work experience at a startup or an established company in a combination of the following roles: business/partnerships development, or product management.

Skills: Business Development, Web Technologies, Direct Sales, Sales/Pipeline Management.

To Apply

Please send your CV and a covering letter to hr@customerfocus.com explaining how you can help the success of the business. (Please note that applications without a covering letter will not be considered).

Equal opportunities employment statement

It is the policy of Customer Focus Software to provide equal opportunities for all employees in relation to recruitment. Decisions will be made only by reference to the requirements of the job and shall not be influenced by any consideration of ethnic origin, religion, sex, age, sexual orientation or disability. Please no agencies.

About us.

Customer Focus Software is a subsidiary of Altitude Group Plc, ("Company or "Group") a Company listed on the London Stock Exchange under the symbol ALT.L

We are a SaaS provider and the Group is a market leader in the provision of online solutions to improve operational efficiency and client engagement within the \$40 billion global print, promotional products and customized apparel industry. We have users in 161 countries but currently focus our attention on the North American and UK markets where we have built excellent traction.

As a result of two substantial enterprise partnerships announced recently, we are now adding a London based team to supplement our offices in Manchester and Sheffield.

We have substantial and deliverable growth plans, we have the agility of a 'startup' and the resources of a company with over a decade of technology investment.