

Company: Customer Focus Software
Title: Key Account Manager (One Position)
Location: London, Soho
Salary: £42,000 - £45,000 per annum, OTE £60,000+

Seeking a smart, talented and experienced Key Account Manager with an understanding and passion for technology within the B2B space. The Key Account Manager will be responsible for managing a small portfolio of Key Accounts within the USA and, Europe and the UK.

You will become an expert on what our clients need, how our products and solution help them succeed and be adept at presenting solutions that demonstrate deep understanding of our clients and their challenges to package and present tailored solutions that drive client performance. You will be required to maintain comprehensive and current knowledge of all account activity, forecast opportunities and ensure we exceed targets for assigned accounts

Minimum qualifications:

- BA/BS degree in Computer Science or related technical field or equivalent practical experience.
- 5 years of relevant work experience

Preferred qualifications:

- BSC/MSC/MBA or a relevant graduate degree
- At least 3 years of experience engaging with key accounts, developing strategy and structuring agreements.
- 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 \$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.