

# Business Internal Account Manager Managed Services School and Colleges

## **Purpose**

Working alongside the Business Development Relationship Manager on a small number of contracted Multi-Academy Trust Managed Service customers. Growing the business through effectively selling the full range of XMA's products and services to maximise revenues and margin and achieve set targets.

## **Roles and Responsibilities**

- To grow and develop a spending customer base of key Managed Service accounts.
- Through pro-active outbound cold calling and prospecting, selling the full range of XMA's Products and Services.
- To build and maintain a working database of customers.
- To work with the Business Development Relationship Manager to develop new business and maintain existing spend levels.
- To ensure that customers are managed efficiently and effectively, providing a high level of customer service at all times.
- To actively keep up to date regarding market and competitor intelligence.