

## Purpose

To grow via telephone sales, through new business development and account management a portfolio of public sector accounts. Through effectively selling the full range of XMA's products and services in order to maximise revenues and margin and achieve set targets.

## Roles and Responsibilities

To grow, qualify and develop a spending customer base of Key accounts across multiple markets, 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 an External aligned Client Manager to develop new business and maintain existing spend levels of top accounts.

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.

## Skills and Experience required for this role

- Hard Working Pro-active Sales Person who understands the essence of selling and what it takes to be successful
- Shows excellent customer relation skills and ability to build relationships with key accounts
- Excellent communication skills
- Knowledge of IT hardware and services
- Solution-based sales/ability to seek opportunities to up sell.
- Inspire respect from everyone at all levels both internally and externally
- Rapid response to opportunities
- Time Management skills
- Team Player
- Excellent MS Office (Word, Excel, Powerpoint)