



OX IT Solutions Ltd

Job Opportunity

Senior Account Manager

We are excited to offer an exceptional opportunity for a Senior Account Manager to join our rapidly expanding IT sales company. Join our close-knit team of internal Account Managers based in Kidlington, with responsibilities covering the entire UK.

We are seeking ambitious and motivated individuals to join our dynamic sales team. Ideally, candidates with an IT background are preferred. You will thrive in a fast-paced and vibrant office environment.

Key Responsibilities

- Conduct outbound calls to potential new customers and existing client base
- Manage customer requirements
- Handle quotes, tenders, and contracts
- Exhibit a strong and confident telephone manner
- Build rapport with customers
- Effectively work towards targets in a high-growth environment
- Balance internal and external responsibilities, including attending client meetings, events, and customer demonstrations to support the sales process as needed.

Desirable Qualities

- Previous experience as an Account Manager (IT sales experience essential)
- Tenacious and positive attitude with a drive to succeed
- Ability to overcome customer objections
- Team-player mindset
- Strong multitasking skills
- Willingness to learn and grow

If you believe you possess the passion, energy, and enthusiasm required to excel in this role, please contact us using the details below. We eagerly await your response.

vacancies@oxitsolutions.co.uk

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