

Internal Sales Support (Smart Desk Team)

Following continued growth, the Aura Alliance is looking to recruit an office-based Client and Partner Manager/Sales Support role with the ability to up-sell products into both existing and new clients and partners. The ideal candidate will have the confidence and self-motivation to win new business from both self-generated opportunities, and marketing qualified leads. Ultimately, creating customer loyalty is the priority and the role will demand professional account management skills to assist both our existing and new customers in making informed decisions when investing in their information technology infrastructure, security systems and telecommunications.

Who are we looking for?

You will be one of the primary interfaces between both clients and partners and the rest of the business. As a key advocate for Aura Alliance's products and services, you will be responsible for ensuring and maintaining a high level of customer satisfaction and growing profitable revenue by winning new clients and ensuring current accounts take our full portfolio of products and services. There is also potential of developing to a Strategic Client Manager.

Responsibilities & Duties

- Generating new business customers for Aura Alliance
- Pro-active account management and development of productive customer relationships
- Working with the consulting teams to ensure technical validation
- Planning and reporting personal activity against targets using Salesforce
- Generating new business opportunities and selling products and services across the portfolio
- Building and maintaining a healthy pipeline of prospects
- Develop monthly/quarterly/annual regional sales plans in support of organization strategy and objectives, but aligned to your local market and account base.
- Direct implementation and execution of sales policies and practices
- Ensure communications are coordinated, support sales plan objectives and meet organisational expenditure requirements, in conjunction with marketing
- Recommend sales strategies for improvement based on market research and competitor analyses
- Implement approved distribution strategies
- Manage multiple channel selling strategies
- Working within your team to support, develop and execute account plans

Personal Attributes

- Excellent skills in presenting, negotiating and closing sales opportunities
- Verbal, written and interpersonal skills necessary to explain complex solutions in simple terms
- Affinity for new and disruptive technologies
- High motivation and the will to succeed
- Used to working at all levels of seniority and ability to sell to and negotiate with all client levels
- Strong background in communicating with clients and customer experience skills

Requirements

- Excellent sales skills developed through at least three years' direct sales experience, ideally in a service business and preferably with an equivalent industry player
- At least two years' experience of the value-based selling with an appreciation of technology
- Experience using the Microsoft Office 365 Suite
- Experience of using CRMs system for forecasting and opportunity management
- Good knowledge of Microsoft, Avaya and Cisco technologies (desirable but not mandatory)
- Full understanding of virtualisation and cloud (desirable but not mandatory).

Reporting to - Head of Smart Desk

Location – United Kingdom

Package:

- Competitive Salary and OTE
- 25 days annual leave
- Company Pension Scheme
- Company Health & Life insurance

How to apply:

Email your CV to: jointheteam@auraalliance.com

Subject line: Job opening and your full name.

After emailing us, you will hear from us in less than 15 days.

Not the job for you? Share it with a friend that you know will be perfect for this role!