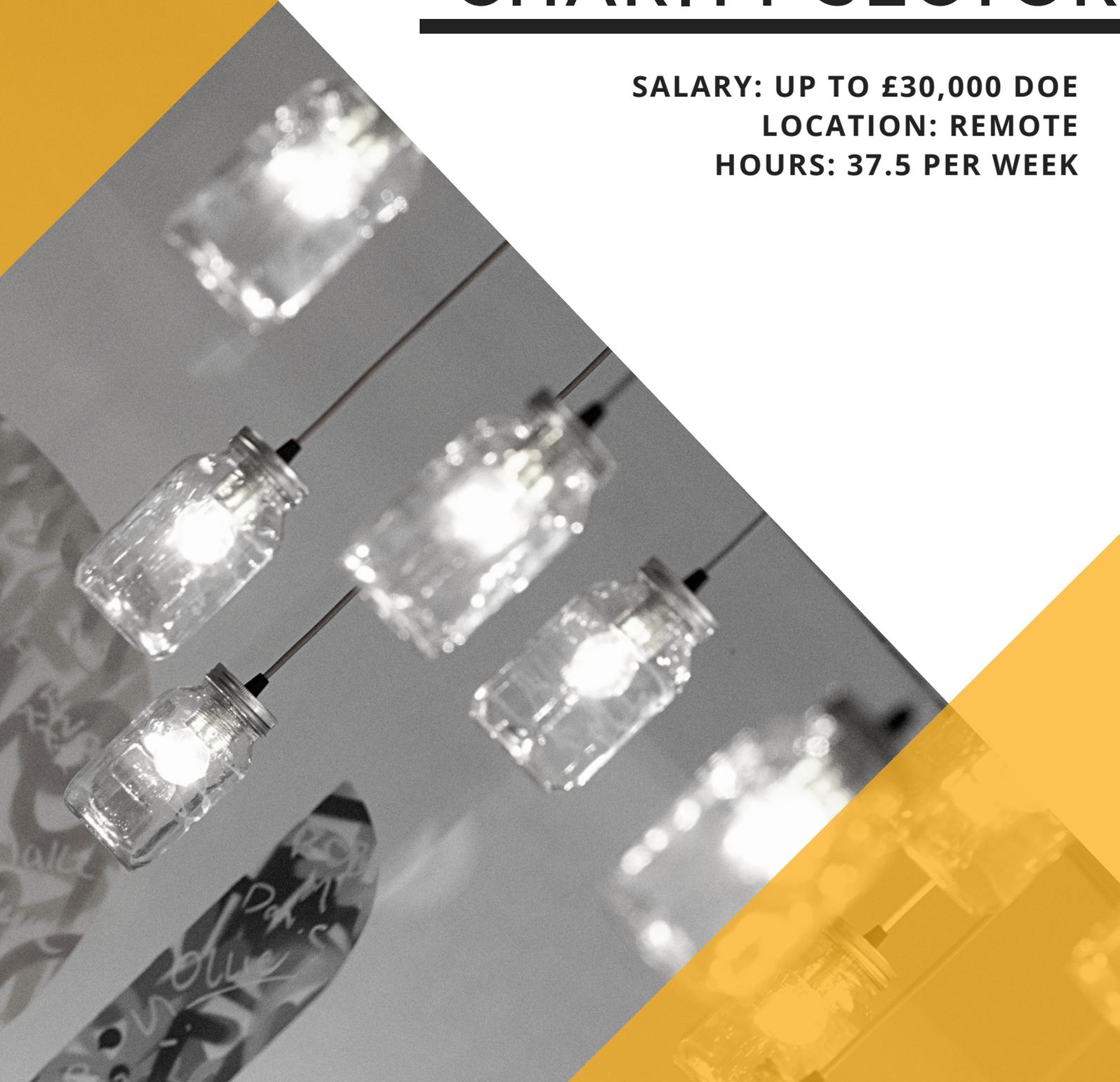


ACCOUNT MANAGER - CHARITY SECTOR

SALARY: UP TO £30,000 DOE
LOCATION: REMOTE
HOURS: 37.5 PER WEEK



ACCOUNT MANAGER – CHARITY SECTOR

The Role Purpose

A rissual Account Manager's role involves proactively developing, maintaining, and managing relationships with existing clients and identifying new clients in the Charity sector who require our professional services. rissual has a strong reputation in the Charity sector so we are looking for someone who is organised and diligent to manage mature and existing accounts. This role will play a pivotal part in rissual's successful sales team.

We are looking for ambitious individuals from either an existing background in sales or account management, or someone who is keen to establish a career in this sector. You must be able to develop and maintain client relationships, be someone who is competitive, passionate and has a strong work ethic. You will have all the necessary tools to be successful with dedicated pre-sales to support you, a world class portfolio of offerings with an abundance of technical and non-technical skills to call upon to help you succeed in post.

Specific role requirements and experience:

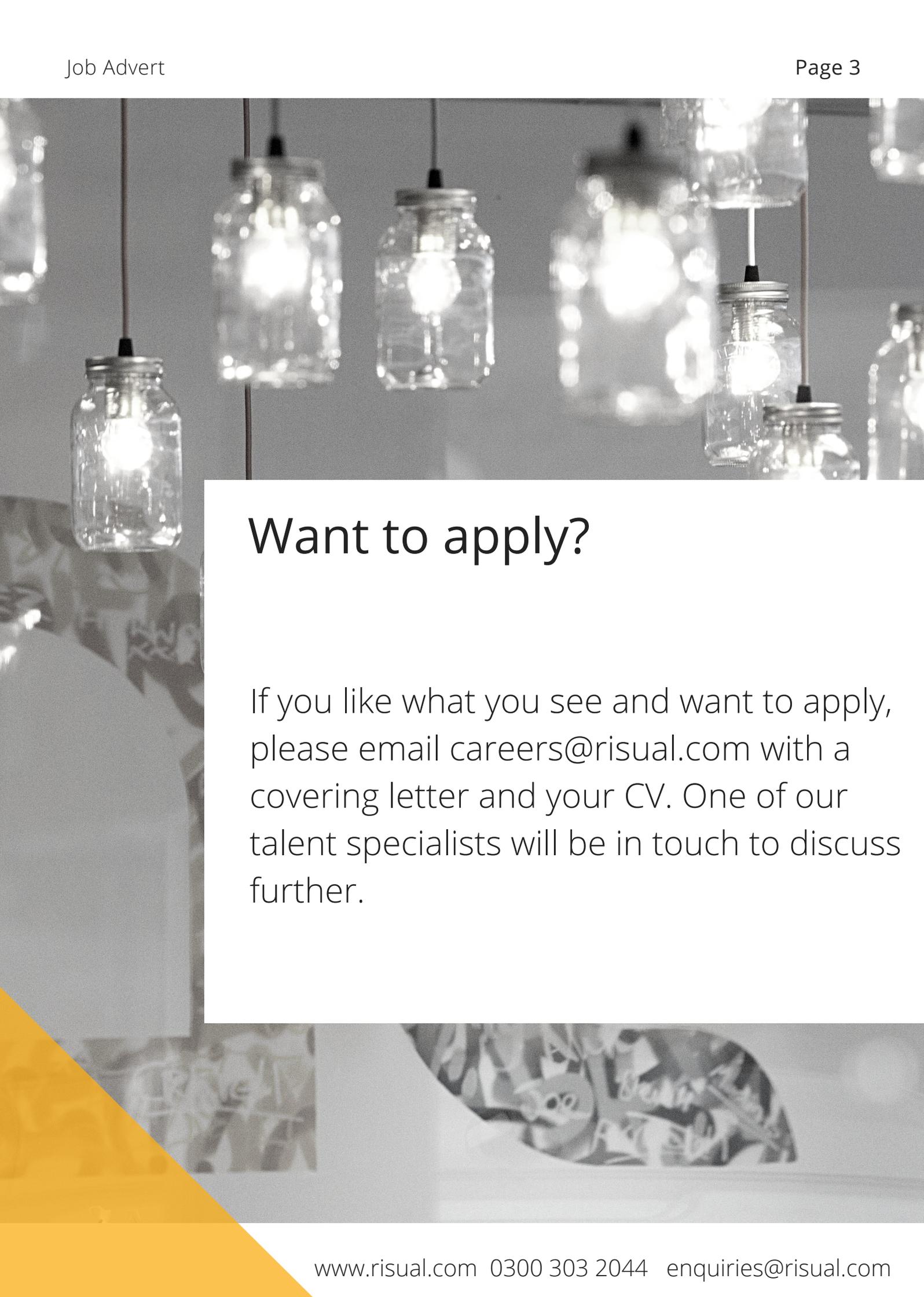
To be successful in the role, you must be able to demonstrate the following skills and experience:

- Maintain successful relationships with existing accounts
- Develop, negotiate and close business opportunities
- Ensure renewal business is retained
- Manage the entire sales cycle with support from internal stakeholders where necessary
- Provide accurate forecasts to the business on a monthly basis to a high level of accuracy
- Demonstrate and sell the benefits of rissual Consulting and Managed Services to a broad range of business and technical decision makers

- Develop and maintain knowledge of the rissual portfolio to achieve and surpass quota
- A passion for Microsoft Technologies
- Excellent communication skills

Essential Criteria

- Must hold or be able to successfully achieve NPPV3 and SC Security clearance.
- Able to evidence excellent customer service skills
- Minimum 2 years Sales experience



Want to apply?

If you like what you see and want to apply, please email careers@risual.com with a covering letter and your CV. One of our talent specialists will be in touch to discuss further.