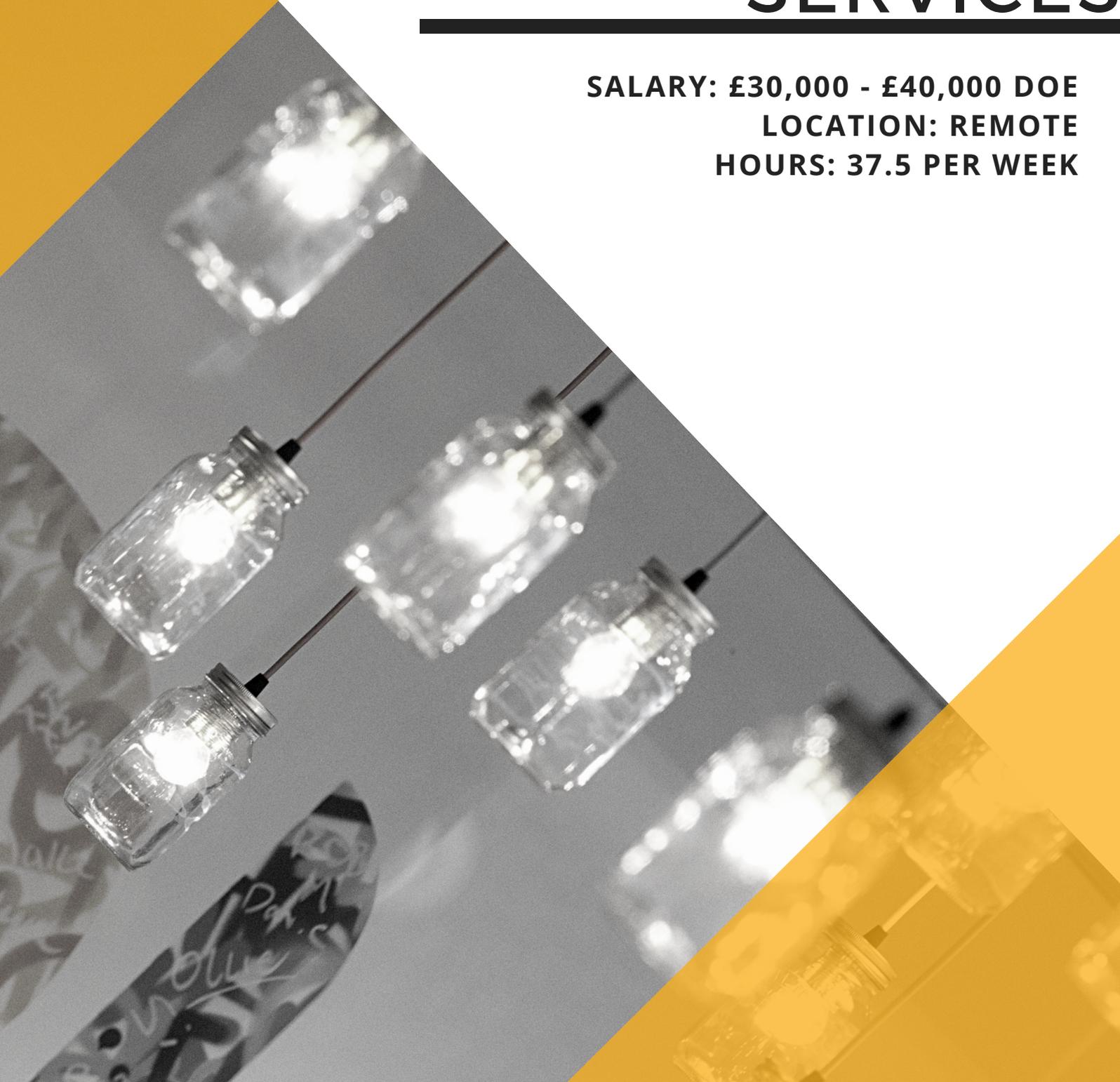




# ACCOUNT MANAGER - POLICE AND FIRE SERVICES

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**SALARY: £30,000 - £40,000 DOE**  
**LOCATION: REMOTE**  
**HOURS: 37.5 PER WEEK**



# ACCOUNT MANAGER – POLICE AND FIRE SERVICES

## The Role Purpose

A risual Account Manager's role involves proactively developing, maintaining, and managing relationships with existing clients and identifying new clients in the Police and Fire services who require our professional services. risual has a strong reputation in the Police and Fire 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 risual's successful sales team.

We are looking for ambitious individuals with a proven track record of success in managing client relationships, 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:

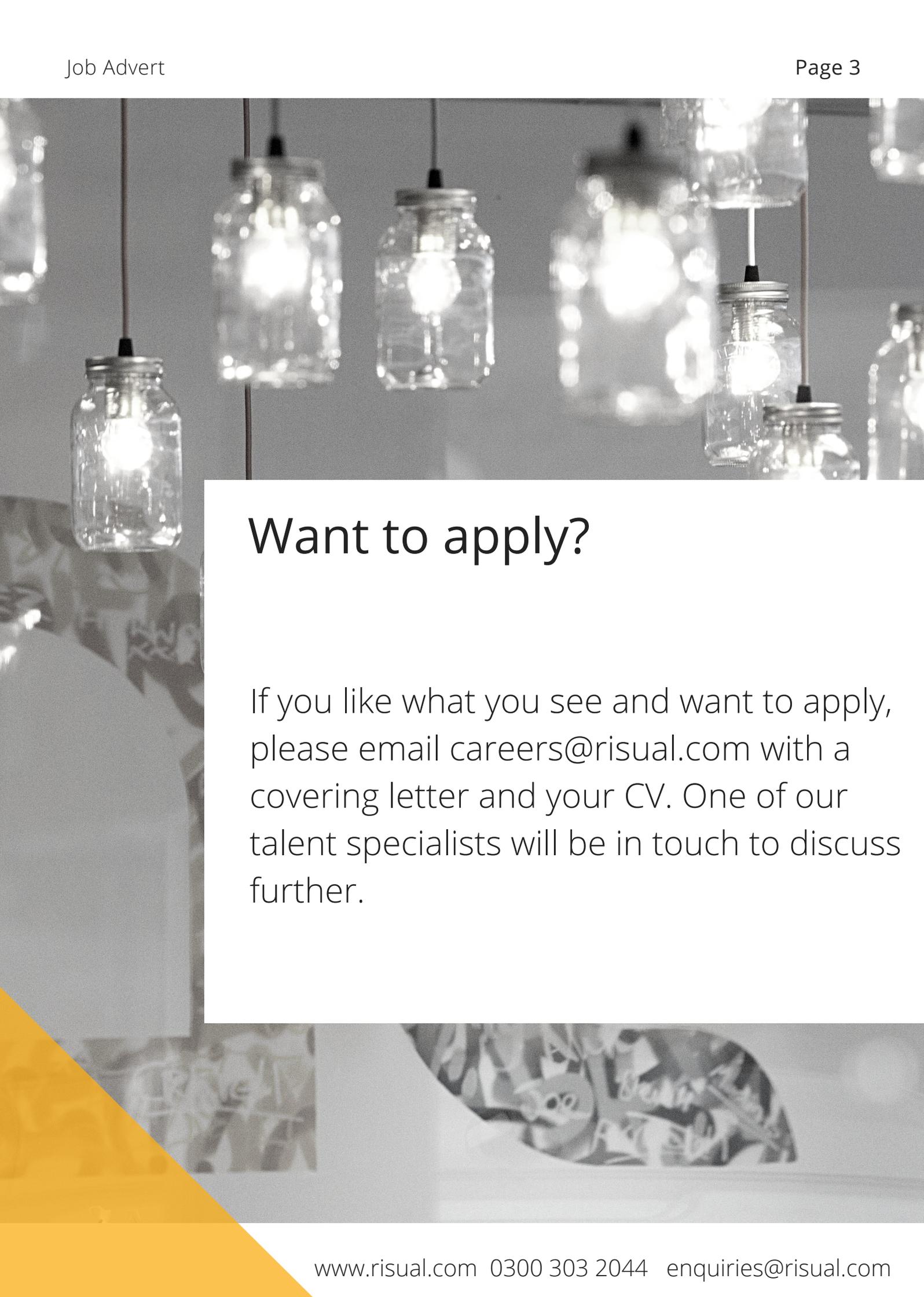
To be successful in the role, you must be able to demonstrate the following skills and experience:

- Identify, develop and build pipeline of opportunities within Police and Fire sector
- 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
- Accurately track and forecast revenue to the business on a monthly basis to a high level of accuracy through Sales Hub (CRM)
- Demonstrate and sell the benefits of risual Consulting and Managed Services to a broad range of business and technical decision makers

- Be knowledgeable and maintain knowledge of the risual portfolio and additional incentives to achieve and surpass monthly/quarterly/annual 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](mailto:careers@risual.com) with a covering letter and your CV. One of our talent specialists will be in touch to discuss further.