

# Sales Account Manager

## vXtream Limited

Location: **London, UK**

Job type: **Permanent**

vXtream traces its roots back to two Managed Service Providers founded in the early 2000s. For over 20 years our team has been on a mission to help web developers, designers, corporates, digital entrepreneurs, and innovators take their ideas online.

Today, our enterprise-class Cloud and Managed Colocation services are relied upon by global brands, creative professionals, and businesses small and large.

At vXtream, we don't use fancy words, we just offer an unconditional commitment to provide the highest possible level of service to every client, period. Simply put – We Care.

We're looking for an experienced Sales Account Manager who will be responsible for driving digital transformation across your client base. Through effective engagement with C-level executives, leadership teams and technical teams, you will be establishing vXtream as the key partner when it comes to everything from cloud, managed services, to security and managed desktop environments.

You will build strong relationships with your clients to fully uncover and understand their business challenges and goals. You will enable your clients to reach a clear path to achieving these through optimisation of their tech stack; whether this is via a public, hybrid or fully managed cloud model.

Additionally, You will understand the power of technology and the potential it has to revolutionise the productivity and success of a business. You will be a trusted partner to your clients, offering consultative advice and proposals on how they can remove their IT challenges.

As a vXtream Account Manager, you will be tasked with supporting and growing our customer base. We would therefore expect you to have a solid understanding of the hosting and cloud industry, and a proven track record in sales.

### Your Responsibilities

- Maintaining and developing strong relationship with your clients, at multiple levels.
- Offering consultative and technical advice to upsell relevant products and services
- Negotiating contract upgrades and renewals
- Working to exceed monthly revenue targets and KPIs
- Arranging face to face and video meetings to build on existing relationships

### Our Requirements

- IT Sales, Cloud or Hosting background would be advantageous
- Commercially minded
- Goal oriented and driven
- Ability to create strong relationships with senior leaders and c suite
- Capable negotiator and ability to create and manage pipeline effectively
- Able to prioritise, multi-task and work on your own initiative

- Looking for the opportunity to develop and step up to bigger and greater challenges

### **Your Skills**

- Strong interpersonal skills.
- A polite, friendly, and diplomatic manner.
- Excellent communication skills, both written and verbal.
- Good negotiation skills.
- The ability to generate ideas.
- The ability to prioritise and manage several different tasks at once.

Interested? Please send a current CV to [hello@vxtream.com](mailto:hello@vxtream.com)

**Direct applications only. No agencies**