



AKHTER COMPUTERS LTD

This busy local Company is in need of an energetic and enthusiastic Account Manager to join their team.

We are an expanding Systems Integrator and IT Services company based in the Essex/Herts area. We are looking for an Account Manager to join our dynamic team.

The purpose of the role is to maximise order intake through existing clients and new named accounts, promoting all products and services within strategic vertical markets specifically Education, Central and Local Government, MoD, NHS, SME and Corporates.

The company offers a broad range of enterprise IT technology from vendors such as, DELL, HP, TOSHIBA and MICROSOFT but also encourages all IT solutions and services that may not be currently offered, to be added to their current portfolio within Government Framework contracts.

The company delivers end-to-end IT solutions making this an exciting opportunity to up-sell into many different areas.

The Role:

Some of your duties will include:

Contact with current and prospective customers (this will involve some cold calling).

Liaising with suppliers to negotiate prices, placing purchase orders and agreeing delivery schedules.

Tracking orders from instigation stage through to successful delivery into the Warehouse or direct to the customer.

Excellent communication and organisational skills are essential for this role.

The Person:

The role would suit ambitious hunters who are tenacious and self-motivated; or an individual looking for that new challenge in a combined sales and purchasing role. The current vacancies are ideal for people who have perhaps had a taste of Sales or Purchasing or perhaps Account Managing and are looking to develop their careers as key members of the Team.

In return the company offers achievable targets, a generous bonus structure, with many opportunities for recurring revenues to boost earnings. The company encourages all staff to develop and grow within the business. Ongoing training is essential for development and is actively encouraged.

To support the sales and purchasing effort, we have technical and sales/purchasing admin support teams.

Finally, if you are a confident and motivated go-getter, and can answer yes to the following, it's worth applying:



AKHTER COMPUTERS LTD

- A broad understanding of the business benefits of modern IT
- An entrepreneurial approach
- Personable and presentable team player
- Excellent written and verbal communications
- Full clean UK driving license/car owner essential
- Organised self-starter, able to plan and prioritise your own workload
- An enthusiasm for IT and customer service, and a keenness to understand new technologies
- A good working of knowledge Microsoft Word, Excel and PowerPoint and,
- An ability to turn clients into long term relationships

Technical knowledge of IT products and services a definite advantage.

4 weeks annual leave (yearly increase in holiday to a maximum of 5 weeks) plus bank holidays.

Car parking on site.

We want to ensure that all employees, future employees and applicants to Akhter Computers and its subsidiaries are treated equally regardless of age, gender, marital or civil partnership status, colour, ethnic or national origin, culture, religious belief, philosophical belief, political opinion, disability, gender identity, gender reassignment or sexual orientation.

To apply for this role, please email your CV to anita.upton@akhter.co.uk

Regrettably, we are not able to respond to applicants that are not shortlisted.