

JOB DESCRIPTION

Job Title:	Mid-Market Account Manager
Department:	Sales
Location:	Theale, UK
Reporting to:	VP UK Sales
Date:	January 2018

About Clearswift

Clearswift as part of RUAG Group is a leading Cyber Security vendor with HQ in UK and offices in Germany, USA, Australia and Japan.

All Clearswift solutions, from Email Gateways SEG to Web Gateway SWG up to IGS (Information Governance Server) are part of a complex DLP strategy on the highest security level. With Clearswift products companies manage and protect their sensitive information every time with a 100% visibility.

About RUAG

RUAG has outstanding technological capabilities on land, in the air and in space. Today about 8,700 committed and skilled staff at the production locations in Switzerland, Germany, Sweden, Finland, France, Austria, Hungary, Australia and the USA are driving forward the technologies of tomorrow.

More information is available at www.clearswift.com

Clearswift Values

Show *passion* in what we do, drive for *innovation* in everything we do and continuously *collaborate* to make a difference.

The Role

Responsible for Mid-tier accounts within the UK and Ireland region, identifying and developing sales opportunities, generating pipeline and closing sales with a high touch

approach through our partner channel. Driving campaigns through mainly phone based sales activity.

Key Responsibilities

- Consistent requirement to generate new pipeline
- Calling prospects generated by channel and sales activity.
- Calling existing clients to cross and up selling
- In conjunction with the UK sales management, work proactively with focus partners to identify and close new business opportunities by working closely with partner's sales teams
- Update Salesforce with all relevant client and activity information.
- Create quotes for when required
- Accompany partner sales person on site at customer meetings where appropriate

Candidate Skills & Ability Profile

- Fluent written and verbal skills in English essential (regional native speaker)
- Must be number literate and able to work out sales margins and discount levels.
- Excellent telephone skills and manner, with clarity of verbal communication and confidence.
- Excellent listening skills are essential.
- Ability to establish rapport, show empathy and build strong relationships instantly over the phone. (essential)
- This position is telephone based, so requires long hours on the phone during the working day. So self-motivation is essential.
- Good PC skills including required Microsoft Word, Excel and Outlook. Salesforce CRM experience preferred, but training provided.
- Emotionally robust and results orientated.
- Enthusiastic, positive, tenacious and disciplined, able to follow through on actions over a period of time.
- Experience in similar role with software vendor, distributor or reseller a preference
- Relish challenges and adaptive to change
- Proactive / 'Can do' attitude
- Accountable
- Robust personality that finds solutions to problems and can influence others to accept a different point of view
- Effective time management
- Active Team player

Other

The job is located at our offices in Reading, Berkshire but role requires constant on-site meetings with potential clients and partners around the country.