

Account Executive

Role type: Full time, permanent

Salary: £40,000 - £50,000 DOE, plus commission, plus benefits

Location: One-site, Grays office with travel to London and internationally when required.

Relltek is a rapidly growing IT lifecycle services company expanding globally due to our truly unique and compelling set of solutions. Our IT solutions accelerate digital transformation, enhance sustainability, and reduce the total cost of IT ownership. We take pride in working with some of the largest global businesses and strive to deliver innovative and impactful solutions to our clients. We are currently seeking a highly motivated and experienced Account Executive to join our dynamic Sales team.

As an Account Executive at Relltek, you will play a crucial role in nurturing client relationships, driving sales, and meeting revenue targets. You will work in a fast-paced and challenging environment, collaborating with industry leaders and global businesses to deliver cutting-edge IT solutions. Your primary focus will be to understand our clients' needs, present tailored solutions, and ensure exceptional customer satisfaction. Leveraging our wide range of offerings, you will create short and long-term growth opportunities for your accounts.

Requirements

- 4+ years proven experience as an Account Executive, Key Account Manager, or in a similar client management role within the IT industry or technology services sector.
- Demonstrated success in developing and closing opportunities with new prospects, managing client accounts, driving revenue growth, and achieving sales targets.
- Possess a strong network and contacts within the industry.
- Self-sufficient and adept at generating leads and closing deals.
- Strong understanding of sales and business development processes, including lead generation, prospecting, and negotiation.
- Ability to find and close short-term profitable deals while leveraging the wider Relltek offerings to grow your accounts over the long term.
- Excellent interpersonal and communication skills, with the ability to influence and build relationships at all levels.
- Strategic thinker with analytical skills to identify market opportunities and develop effective strategies.
- Self-motivated and results-oriented with the ability to work independently and as part of a team.
- Proficiency in using CRM software and other sales tools.
- Willingness to travel as needed to meet with clients and attend industry events.
- Professional demeanour and a strong commitment to integrity and ethical business practices.

We offer a competitive salary package, including a base salary and market-leading performance-based incentives, as well as comprehensive benefits. This is an excellent opportunity for a driven individual with a strong industry network to make a significant impact on our company's growth and success.