



<https://hardysearch.co.uk/job/sales-account-manager/>

Sales Account Manager

Description

Our lovely client provides localisation services to the games industry and looking for a highly motivated Sales Account Manager who will be responsible for developing new business relationships and serving as the first level of support to existing clients.

This role offers hybrid working in either of their offices in Liverpool or Bedford – this is ideally once or twice fortnightly, but highly flexible and can be negotiated. The salary offered is up to circa £38k (negotiable) per annum + 20% commission, dependent on experience and performance.

This role offers personal development opportunities in a supportive environment, and is ideal for those looking to grow their careers in the games industry!

Responsibilities

Responsibilities (not limited to):

- Manage existing accounts, ensuring high client satisfaction and identifying upsell opportunities.
- Re-engage with lapsed clients via LinkedIn to re-establish relationships.
- Target key decision-makers, such as Localisation Managers, Heads of QA, and Studio Managers.
- Utilise strong MS Office skills to manage reports and presentations.

Skills

- Excellent multitasking abilities in a fluid, supportive environment.
- Strong consultative approach to sales, focusing on relationship-building.
- Must be passionate about gaming and the sales environment.
- Demonstrates excellent questioning and problem-solving skills, which will be measured during interview stage.

Employment Type

Full-time

Beginning of employment

ASAP

Duration of employment

Permanent

Industry

PC and Video Gaming Services

Job Location

Hybrid – Liverpool or Bedford

Working Hours

Full-Time

Date posted

September 9, 2024

Valid through

05.10.2024