



Role Title	Junior Account Manager
Function & Dept.	Sales
Career Growth Level	F - Supporting & Co-ordinating
CGP Descriptor	More complex roles which do not require significant specialist knowledge, but may work with confidential/ key information, are involved in process delivery, and may have some supervisory responsibilities
Team	Sales
Reports to	Sales Manager
Role Purpose	To develop and increase ongoing revenues and margin contribution from a named account(s) through pro-active sales of the full range of SCC products & services.

Key Responsibilities	
	<ol style="list-style-type: none"> 1. Identify, create, develop and campaign sales opportunities within existing customers, fully qualified to align to the client's IT objectives. 2. Provide Campaign leadership: Lead and orchestrate virtual internal and external teams on all sales opportunities with a focus on Product sales. 3. Maintain, expand and build engagement of vendors and partners within the account base, managing these engagements to drive sales growth and rate of margin. 4. Perform account relationship targeting, development and creation of an effective Account Plan in SalesHub. Undertake regular opportunity planning to maximise sales effectiveness in line with the account plan. Take accountability of the activities performed by the virtual team to build close plans to retire the aligned target for product. 5. To work effectively with SCC solution experts in defining the right proposition for a specific client requirement. 6. Maintain and accurate and timely forecast in SalesHub. In line with the account plans and within SalesHub, create, maintain and grow associated contacts, campaigns and customer data.

7. To effectively manage, grow and maintain long-term customer relationships at all levels and appropriate departments within the customer/s and orchestrate senior SCC management to assist.
8. Identification of Opportunity and Risk to SCC – both operational, commercial and legal. Taking into consideration the financial imperatives within SCC in relation to all sales opportunities within the designated accounts. For example, using Payment Solutions to maximise the in-year margin contribution for SCC.

Person Specification

1. Demonstrable technology infrastructure and services sales experience and proven success driving product focused sales into FTSE 350 and large Public Sector organisations.
2. Good technology and services knowledge aligned to SCC focus areas and can articulate this well whilst communicating effectively with the client.
3. High level of commercial awareness in the supply chain with a proven record of successful negotiation at client and vendor levels.
4. Proven track record with continued and sustainable growth within previous client engagements.

Key Competencies	Level
Key Account Management	1 : Individual Contributor
Relationship building	1 : Individual Contributor
Stakeholder Relationship Management	1 : Individual Contributor
Presentation Skills	1 : Individual Contributor
Selling	1 : Individual Contributor

Value Behaviours		Level
1.	Responsibility	1
2.	Passion	1
3.	Customer First	1
4.	Agility	1
5.	Family	1

Version	Date	Description	Approved by	Date
1.0	January 2024	Original	Sales	January 2024