

Sales Account Manager (remote)



Job Summary

Are you looking for an exciting sales position where you can make a tangible difference to your clients? One which allows you to make your mark whilst splitting your time between customer visits and working from home?

If you want to work for a company with a portfolio of successful solutions and clear plans for growth, this position could be the perfect fit.

The role:

We're a fast-growing open source GIS company with a great reputation. We're big enough to attract the best open source experts but small enough to be flexible, responsive and innovative.

Since 2005, we've been helping our clients use the latest technologies to improve decision making and service delivery.

We now need a high-performing Sales Account Manager to help bring our off-the-shelf software (iShare in the Cloud GIS), custom geospatial software developments, GIS training and support services to a wider audience.

Reporting to the Head of Sales, this role will include managing existing Local Government accounts, identifying and developing new opportunities within the sector and supporting our team with key growth sales strategies.

If you're experienced in customer acquisition, can assimilate technical concepts and enjoy getting to know clients, we'd love to hear from you.

This is a full-time position and requires some UK travel.

Responsibilities:

If you're successful, you'll:

- Be expected to own and hit (and exceed!) annual sales targets (both at an individual and team level)
- Participate in sales initiatives as part of our close-knit sales team
- Split your time between account management and new business
- Help execute strategic plans to help achieve sales target and expand our customer base
- Keep our CRM system (HubSpot) up-to-date so you can forecast reliably and your colleagues can support clients if you're unavailable
- Create compelling client proposals and presentations which convey our value proposition

- Work with Finance to ensure that clients are invoiced correctly and accounts are kept up-to-date
- Maintain and grow strong, long-lasting customer relationships
- Collect information about customer needs and circulate this to our wider team
- Share your expertise with other members of the sales team
- Support the Marketing team
- Become a face of Astun at trade shows and events
- Keep your finger on the pulse of what's happening in Local Government (the landscape and trends)

You can watch a short video about the role at <https://bit.ly/AstunSAMvideo>.

Requirements for this role:

We're looking for an articulate and confident self-starter based in the UK. If you have the following attributes and experience, we'd love to hear from you.

Essential:

- Some experience of sales account management, including experience of working to targets
- Excellent listening and presentation skills
- Consultative selling and persuasive negotiation skills
- Natural authority
- The ability to manage a workload and prioritise effectively
- The ability to manage a strong pipeline of opportunities and focus on the right prospects with the right amount of effort at the right time
- The right work permits, documentation and permissions to enable an immediate start
- A commitment to working as part of a team and contributing to the success of the business

Highly desirable:

- Five years' experience of sales account management
- Experience in selling to the public sector
- Experience in selling within the geospatial industry sector
- Experience in 'technology cloud/solution selling'
- Experience in HubSpot or a similar CRM

What it's like to work with us:

If your application is successful, we'll reward you with:

- Up to £60k OTE
- 25 days holiday plus eight bank holidays
- A company contribution to pension scheme
- Additional benefits and rewards including loyalty sabbatical, life assurance, Smart Health cover and a cycle to work scheme

We pride ourselves on our empowering, supportive and friendly culture. Many of our team have been with us for years, developing their roles and careers as we grow. You can meet our team and discover our company values on our '[About us](#)' page.

As a fully-remote team, communication is important to us. As well as regular virtual meetings with your direct colleagues, you'll be invited to participate in our monthly updates and various team activities throughout the year.

To help you achieve your targets, we'll ensure that you are trained on our products, have access to a collateral library and can send regular mailshots to your customer base.

We may be a SME, but we think like a larger company. We're a member of the Equality Register and a Living Wage Employer. We were one of the first in our industry to make the SME Climate Commitment. You can find out more about our ESG in our [ESG newsletter](#).

About us:

We're an established cloud-based geospatial software company with over 20 staff. We have plans to significantly accelerate revenue growth over the next four years.

We take a customer-centric approach to service delivery. Our customer satisfaction ratings are high and our customers are loyal. Many clients are on multi-year subscriptions which gives us the strong financial footings needed for our ambitious growth plans.

Our customers include The Scottish Government, the Ramblers, Ordnance Survey and many local authorities, such as Walsall Council. You can read some of our recent [customer stories](#) on our website.

Application details:

If you would like to apply for this position, please send your CV and a covering letter to jobs@astuntechnology.com by 5 pm on Monday 3rd July. In your letter, please cover these three points:

- How your experience will benefit Astun and our clients
- Give an example of working within a team or across different departments to achieve a common goal
- Give an example of how you would ensure that your pipeline is full

Application timeline:

Applications close: 5 pm on Monday 3rd July

First interviews with some of our Sales team: 19th June onwards

An appointment will be made following second interviews.

www.astuntechnology.com

This is a direct appointment - NO AGENCIES PLEASE