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| Job Title: | Account Manager – Managed Hosting |
| Department: | NetBenefit – Sales & Account Management |
| Salary: | Competitive salary & remuneration package commensurate of skills & experience |

Introduction

Group NBT plc is a leading provider of domain names and Internet-related services. Established in 1995, the company has registered hundreds of thousands of domain names and hosts thousands of websites. With a wide range of services, Group NBT's clients come from many industries and include well-known companies including over 30% of the FTSE 100.

Group NBT plc currently has over 290 employees worldwide, with offices in London, Cambridge, Copenhagen, New York, Nice, Munich, Zurich and Oslo.. With five market-leading brands, Group NBT plc is now made up of the following:

- **NetBenefit**; providing high quality managed hosting services to leading UK companies
- **NetNames**: providing corporate domain name management to large organisations through its industry leading Platinum Service, which is now used by over 30% of the FTSE 100 and **Speednames Business** who offer the same service across northern Europe and the Scandics.
- **Easily.co.uk** and **Speednames.com**; top providers of cost effective web hosting and domain name services to European businesses and consumers.
- **Ascio**, which is responsible for the provision of domain name services indirectly through more than 300 partnerships. These partners primarily include telecom operators, web hosting companies, internet access providers and IP law firms.
- **Envisional**; solutions offering a suite of services that protect businesses from online counterfeit activity, fraud, piracy and offer ongoing brand monitoring solutions.

Brief Overview

We are looking to recruit an Account Manager to join our existing NetBenefit Sales & Account Management team. The role will report into the Head of Account Management, NetBenefit.

The Account Management role involves liaising with and developing a number of existing accounts. This will also entail dealing with client queries and liaising with internal departments on behalf of clients.

There is a commission structure for all account managers based on overall revenues being bought into the company.

The ideal candidate for this role will be someone who is keen to learn and who is willing to work in a pressurised team sales environment where hard work is rewarded.

Responsibilities

The key Objectives & Responsibilities are as follows:

- To proactively manage a selection of key clients
- Expand NetBenefit footprint in existing base
- Responsibility for revenues generated per client and management of churn
- Ensure client satisfaction through good communication
- Sell existing and new services to the client base

Skills/experience required

- Sales experience
- Self motivation
- Good organisational skills
- Thoroughness and attention to detail
- A good understanding of Internet Technologies
- A proactive nature
- A keenness to learn/acquire new skills
- Works well under pressure
- Experience of working with Word, Excel, PowerPoint and related Windows applications

In addition, the candidate will ideally be able to demonstrate experience and/or competence in some or all of the following areas:

- Previous Internet Sales experience is highly desirable
- Developing strategic relationships within larger organisations
- Proven ability to achieve pre-determined sales targets