

Job Description

Job Title:	Account Manager	
Department:	Sales	
Location:	Hampton Wick	
Country:	UK	
Level:	Individual Contributor	
Reports To:	Ellie Surey	
Role Type:	Full Time	
Contracted Hours/Days:	37.5 hours per week	Updated 05.05.2021

About Us

Reveal specialises in Body Worn Camera systems that capture evidence from a first-person perspective. This equipment has a proven and major impact on crime reduction, abuse against the wearer and the associated cost reductions.

We have become the most successful European company in this rapidly expanding market and have sold our equipment to the majority of Police Forces in the UK as well as many local authorities, retailers, healthcare and private organisations. Reveal has also sold into over 40 countries and is rapidly expanding its international activities.

It's an exciting time to work for Reveal as we continue to lead the world in the development and application of Body Worn Video Technology.

Purpose of the Role

The purpose of the Account Manager role is to drive significant revenue from exiting key customers within the UK. Key Accounts comprises of Acute Healthcare organisations and revenue gained from the growth of existing key accounts. There will also be a requirement to manage successful onboarding of new customers from proof of concept through to full adoption.

You should have experience creating significant growth in new accounts, be able to see the bigger picture and be committed to helping us to create it. The industry is in its infancy and we are leading the way.

Responsibilities

Account Management

- Daily and on an on-going basis contact existing clients within Key Accounts to discuss current deployment
- Manage the onboarding process for customers
- Monitor refresh or extension opportunities of existing customers
- Collate information on any additional or new requirements
- Arrange and attend meetings between all relevant customer stakeholders and Reveal's Technical Account Manager and UK account director as required

Sales Reporting

- Maintain Salesforce.com leads and opportunities to assist forecast accuracy
- Ensure UK Account director is aware of products required to meet demand

Industry Sector Management - retail

- Communicate industry sector needs for technology and/or service within the business as these are identified.
- Attend trade shows as required

Qualifications, Skills and Experience

- Effectively manage customers through a process
- Build great relationships
- Commercially driven
- Great networking skills
- Strong communication skills
- Experience in selling technical solutions
- Experience selling to the public sector
- Able to engage with stakeholders of all levels
- Full clean driving licence

Travel up to 40%

Employee Name:	Line Manager:
Signature:	Signature:
Date:	Date:

