



## Account Director, Uxbridge UK

Tollring is a market leading software developer providing data visualisation and business intelligence tools that help manage, understand and control a wide array of communications information, resources and assets.

Growing rapidly and with offices in the UK, the USA, India and Australia, Tollring specialises in business communications analytics, call recording solutions, telecoms expense management and fraud management systems for network carriers and CSPs. Our innovative solutions are developed in-house and distributed via an extensive channel partner network to over 31,000 businesses globally.

### Job Purpose

We are looking for a top sales performer to join our team selling innovative technology solutions that are founded on industry-leading cloud technologies.

As Account Director, you will be responsible for driving sales and revenue growth to achieve stretching targets for one of our core business units, whilst delivering exceptional customer experience.

Reporting to our Global Head of Sales, you will manage a small team and collaborate both internally and externally to develop and deliver successful sales strategies for your business unit.

### Key responsibilities

- Deliver on sales targets as an individual contributor by building relationships with key customers, proactively identifying customer needs/sales opportunities and taking through to close, includes recruiting and onboarding new partners and selling new services to existing customers
- Manage a small team of account managers to help them achieve their full potential
- Create account strategies to drive revenue growth across your business unit
- Manage projects within customer relationships to meet both customer and business goals
- Collaborate across teams to deliver an exceptional customer experience
- Provide regular reports, updates and forecasts for your business unit to the Global Head of Sales
- Collaborate with sales team to support the company's growth strategy, expand cross selling opportunities and reach prospective customers across business units
- Contribute to business planning with senior management
- Generate ideas for new revenue opportunities and continuous improvement

### Qualifications, Experience and Skills

- At least 5 years' previous senior sales/account management experience delivering customer-focused solutions, ideally in a SaaS Tech environment
- Excellent relationship building and presentation skills; proven track record of growing business with large customer accounts
- Strong planning, organising and people management skills
- Problem-solving and decision-making skills
- Technology savvy with digital working skills (Microsoft Office essential)
- Good literacy and numeracy skills
- Telecoms industry experience (a distinct advantage)



## Personal Attributes

The Tollring corporate values are: Teamwork, Energy, Integrity and Performance. The ideal candidate will be representative of these corporate values:

- A good team player with a 'can-do' positive attitude, who can use initiative
- Possess excellent attention to detail and take pride in the quality of their performance
- Clear communicator, both written and verbal, with excellent interpersonal skills
- Adaptable, accountable and results-oriented with a customer service approach

## Remuneration, Benefits and Working Hours

- The role is a full-time position, 9am until 5.30pm Monday to Friday
- The position is office based with flexibility to work from home
- Salary and OTE dependent on experience
- 20 days holiday increasing every year up to a maximum of 25 days
- Private medical cover, company pension scheme, group life assurance, employee assistance programme (EAP)

## Training and Progression

Tollring values its staff, offering career development opportunities to those who are successful.

- A training plan will be provided, discussed, monitored and reviewed for the duration of the probationary period.
- There will be opportunities for progression as the company grows and expertise is developed. These will be discussed in quarterly reviews or as appropriate.

## How to Apply

Please send a covering letter, together with your CV, to: [recruitment@tollring.com](mailto:recruitment@tollring.com)