

**Job Description:** Account Manager

**Reporting to:** Sales Manager

### **Introduction:**

Chronos is a leading international authority on resilient synchronisation and timing and GNSS solutions. We deliver equipment, installation, support and consultancy services to telecom, utilities, finance and enterprise, defence and security, and broadcast. We are an ISO 9001 accredited company, and our abiding philosophy is that our clients come first. Based in Lydbrook, we now require an additional Account Manager to join the team.

### **Main Responsibilities**

- New sales and account management of existing clients.
- Selling Services and Products to UK Mobile Network Operators and other Fixed Networks, Utilities, Financial and Enterprise, Datacentre, Defence and Security markets in the UK and Northern Europe, including time, timing and GNSS distribution equipment.
- Support partner companies across Northern Europe.
- Meeting agreed targets, maintaining and enhancing sales to current clients and developing new clients with a portfolio of products and services that Chronos can supply, install and support.

### **Skills and Experience**

You must be self-motivated with a desire to achieve and exceed the Chronos sales targets. Preferably experienced in the Telecoms or IT industry you will have a good knowledge of the sales cycles for large corporate and project-based clients alike. Experience of selling technical products an advantage, together with the ability to understand current issues and future network trends in both wide area and local area communications networks.

You must be able to demonstrate an ability to work within a team and meet the reporting requirements necessary to maintain a consistent and accurate forecast model. You must demonstrate an understanding of the drivers to profitable sales and the ability to negotiate margin retention in a competitive environment.

You must demonstrate a professional outlook and be comfortable in all client facing scenarios at technical, commercial and management levels. You will have a clean driving licence; be able to travel throughout the UK, and to Denmark and Sweden as necessary. There is an opportunity to work either in our offices or from a home office; with regular visits to Chronos' office in Lydbrook in that case.

### **Benefits**

- Salary TBA but we will reward you for your success with a good basic and OTE
- Company Car Allowance
- Group Personal Pension Plan
- Life Assurance Cover
- Childcare Voucher Scheme
- 25 days' holiday plus Bank Holidays
- Free canteen

Applications by CV to [joanne.akers@chronos.co.uk](mailto:joanne.akers@chronos.co.uk) (to include salary expectations). Further information about Chronos Technology Ltd can be found on our website [www.chronos.co.uk](http://www.chronos.co.uk)

**STRICTLY NO AGENCIES**