



Sales Account Manager (Permanent)

Location: Naas, Co. Kildare

Company Profile:

OpenSky a European challenger brand to the large global software consultancies, delivering innovation across Government, Transport, Environment and Health sectors in the Ireland and the UK.

Due to business growth, OpenSky has a role for a Sales Account Manager based in our Naas, Co Kildare headquarters on a permanent basis. This an excellent opportunity for an experienced professional to utilise their skills and experience in an international working environment working with innovative technologies and solutions. You will form part of a high-performance team, working together to deliver projects of national and international importance changing the way large Business and Governments work.

Why Join our Team:

OpenSky is a dynamic, exciting place to work. We hire exceptional people, and every one of them is empowered to think independently, take initiative and be innovative in their job. We are committed to ensuring that our performance and reward strategies are designed to effectively support our employees at every opportunity and offers an excellent work-life balance.

At OpenSky our employees enjoy the creative, agile and meaningful work they do, the resources and technology they have access to and the benefits we offer. The projects we work on make a real difference, and that's what makes us distinct in our industry. This very factor means that our employees get to work with the latest and emerging technologies.

We've built a truly unique culture here at OpenSky, where our employees are always learning, challenged with interesting projects and rewarded with fantastic benefits. We attract talented individuals from a wide range of cultural, geographic and educational backgrounds whom bring with them a rich variety of skills and experiences.

Our plan is simple; we hire the best people whom possess the skills, talent, expertise, experience and motivation that we require and when we find them, we help them grow, develop and achieve their goals.

The values we share help us to thrive and succeed, both as individuals and as a team. If you share those values, you'll fit right in!

The Job:

Account Managers directly manage the relationship and growth of their clients, frequently meeting with clients discussing budgets, IT roadmaps, satisfaction, pricing and contracts. You are highly capable in understanding and promoting IT solutions, Software, Services and Support. You will ensure at a high level, IT projects and programmes continue to meet customer expectation and deliver on agreed benefits by liaising with OpenSky Project Managers and the customer.

You will work on existing accounts, strengthening relationships and develop new business opportunities, always bringing value to the customer. You will also be key in identifying new prospects, meeting and discovering their business pains/needs and preparing proposals. You will bring innovation to the company's Sales campaigns, helping to identify new value propositions through new or existing application of IT services and solutions & helping to sustain and further develop the company's reputation in the industry.

You will ensure all work is priced according to margin guidelines, showing an excellent grasp of project profitability. You will deliver to financial targets, meeting client expectations while ensuring prompt customer payment.

You will be supported by a team of Marketing, Business Development and Technical specialists in making a success of the role.

The Fit:

You will need to have:

- Excellent people/relationship skills and ability to negotiate and close the deal
- Have passion for innovation and technology with an excellent grasp of technical & software concepts
- Minimum of five (5) years' experience, ideally from an account management or sales background preferably in the IT sector
- Proficient in stakeholder management acting as the voice of the customer internally while also being able to challenge customers where appropriate
- Demonstrate a consultative approach to selling, with strong listening skills, be able to quickly grasp a customer's pain points and propose suitable solutions
- Have experience in Sales, Marketing or Customer Support and highly competent in both written and spoken English.
- Demonstrate commercial acumen and be comfortable with financial data
- Demonstrates strong communicator skills both one to one and in group (presentation) settings
- Report successes (and failures) clearly and accurately each month. Includes on-going projects, sales and profits etc. Invoice on time
- Have a high level of energy and enthusiasm
- Strong team player
- Demonstrates resilience and confident operating in a competitive environment
- Comfortable operating to deadlines and targets
- Be highly organised with excellent document writing skills

Personal Skills:

- Excellent communication skills in both written and verbal English
- Ability to interface with clients in a professional and efficient manner
- Excellent business process awareness
- Strong time management / prioritisation and planning skills
- Ability to Travel occasionally

The above statements are not an exhaustive list

What we Offer:

You'll form part of a high-performance team, working together to deliver projects of national and international importance changing the way large Business and Governments work.

- Competitive Salary – market adjusted
- Commission
- Pension
- Gym membership
- Continuous Professional Development
- Education Assistance Programme
- Incremental Increases in Annual Leave
- Employee of the Quarter Awards
- Employee Assistance Programme (EAP)
- Annual Health Screening
- Employee Referral Scheme
- Ethical Employer
- Friendly, fast paced atmosphere
- International working environment in a growing company
- Work with innovative technologies & solutions
- Microsoft Dynamics & Personal development programmes

Please note we do not require the assistance of third parties

OpenSky Data Systems is an equal opportunities employer