



Join a new & exciting Leeds based internet start-up...

A unique & exciting opportunity to join our team at Boostify – A digital start-up based in Leeds with a focus on boosting conversion of client's websites with our powerful cloud-based 'all-in-one' customer engagement platform.

We're looking to add a new, dynamic apprentice sales account manager to join our small – but mighty – team of CRO experts. We ask that you're a commercially aware individual with a real passion and drive to learn. We'll offer the right person a competitive basic salary and other benefits.

Boostify Apprentice Sales Account Manager Role

Reports to	Sales Account Manager
Location	Leeds, LS15
Salary	£150 per week + Monthly bonus potential
Hours of work	37.5 hours per week (hours of work will be flexible and dictated by the needs of the business, therefore it is expected that the successful applicant will work those hours necessary to successfully discharge the duties of the role).

The role

Overview

As an Apprentice Sales Account Manager, you'll be at the centre of our sales activities, playing an important support role in the delivery of sales, marketing and account management activities for existing and new clients. This role is ideally suited to anyone who can demonstrate high levels of customer service skills and the drive to learn how to sell specialist I.T focused products.

We are committed to changing and shaping the lives of young people with the best training and on-the-job training possible.

Key outputs

- Support sales account managers in Identifying and growing sales opportunities – Including support with generating new leads and sales.
- Provide commercially aware ideas to supercharge client success using the Boostify customer engagement platform.
- Perform platform demos to potential new clients with confidence and outstanding on-the-job knowledge.
- Provide first line telephone contact for the company, clients and prospects, ensuring that interactions with the company are always positive and professional and that calls are handled in a timely and appropriate manner.
- Provide support to the business including website content, co-ordinating client requests, client training, preparing manuals and presentations, looking after client support.
- Develop trusted relationships with key accounts – helping to drive further value for the client and their online activities.
- Support business attendance at client sites, exhibitions, presentations and events.
- Support the business with innovate ideas to improve existing processes – helping to drive internal efficiencies.
- Travel to some client meetings may be required.
- Assisting Sales Account Manager with ad-hoc day to day tasks.
- Use of technical tools for testing, troubleshooting & analysing problems.
- Other ad-hoc duties as and when required by the business.

The person

Overview

- Able to work in a fast-paced, dynamic start-up environment, using high levels of initiative to deliver sales-driven results.
- A quick learner with a genuine passion for technology.
- Keen and eager to develop within a sales environment.
- Basic understanding of the application of digital technology.
- Is a naturally commercially aware individual.
- Is adaptable and able to pick up new techniques.
- Has creativity and imagination.
- Good interpersonal and communication skills.
- Displays a positive attitude.
- Work confidently and effectively within a team and alone.
- Demonstrates flexibility in day-to-day work.
- Sets high standards of performance for oneself.
- Establishes harmonious working relationships.
- Appreciates each team member's contributions and values each individual member.
- Values internal and external clients and responds to their needs.
- Establishes effective working relationship with clients.
- Follows established communication guidelines.
- Uses good judgement when communicating with clients.
- Desire to succeed in a highly competitive and dynamic environment, with the vision and determination to deliver beyond the minimum requirements.
- Good written and telephone communication skills.

Skills & knowledge

Essential

Knowledge and understanding of the following is essential:

- Ability to learn quickly about new technical concepts.
- Ability to work across teams and build strong relationships with people.
- Goal-setter with achievement drive - raises own target on attainment.
- Self-starter, with need to contribute to change and development.
- Competent with Excel, Word, PowerPoint.

Desired

Knowledge and understanding of the following is desired:

- Experience with solo and team presentations.
- Experience with HTML/CSS & JavaScript.
- Experience with Mac OS.

Qualifications

General education

- 5 GCSEs (A-C) or equivalent.

This job description is not exhaustive and serves only as a broad outline of the duties required. This job description may be amended as necessary.