



External / Field- Sales Account Manager

Basic £20-24k basic plus commission OTE £40,000 (uncapped)

Commensus Plc, one of the UK's leading hosting providers, is looking for a Field Sales- based Account Manager due to growth within the organisation over the past 12 months.

Our core product, **C-VIP**, delivers enterprise class hosted services under 5 key product titles:

Hosting / Virtualisation

Managed Data Services

DR / Business Continuity

Security & Compliance

Voice / Comms

Built in partnership with HP Blade, VMware, EMC, Cisco & DoubleTake (to name a few) the **C-VIP** platform is solely owned by Commensus and puts the company in pole position for delivering 'Cloud' Services to the UK SME and corporate market.

Key Role Responsibilities;

Commensus are seeking a dynamic and forward-thinking individual to manage 70 existing customers to maintain the contractual service associated with the clients.

You will also be required to generate additional revenue from these accounts and any new clients that are brought on board via the New Business Department who will pass them to you to manage.

The customers range from SMB to Corporates and are mainly based within the M25, or within 45 minutes.

Reporting to the Head of Sales Development, you will work in the Accounts Development Team alongside a Technical Account Manager and an Internal Account Manager.

The Successful Applicant will;

Have at least 3 years experience in a field sales / external accounts role.

Be competent in qualifying and working a sales opportunity through to closure.

Be sales driven, an excellent communicator and be able to build a strong relationship with the customers.

Candidates must live a reasonable daily commuting distance of our offices in Cheam, Surrey.

Have a full, clean driving license and their own car.

Along with a competitive basic salary and uncapped on target earnings of over £35,000 p.a, you will also be offered other Commission and Bonus Schemes, a Car Allowance, Private Health Insurance and Contributory Pension, along with other Company Benefits.

Email your CV with covering letter to louise.rupchand@commensus.com

Only UK based residents may apply.