

## Secure Services Sales Account Manager

This is a fantastic opportunity to join a highly skilled, fast growing Small and Medium-Sized Enterprise (SME) who are experts in their field. We can not only offer an extremely varied and fulfilling day-to-day workload with long term career opportunities through a variety of progression paths, but also a very social working environment that at the heart of its culture, promotes a healthy work life balance.

Logiq Consulting are Cyber Security and Information Assurance experts who specialise in providing leading edge consultation to our clients, as well as delivering a range of managed security services and products throughout the Private and Public Sector.

As a business we own and manage the secure service DISX capability, providing an assured Secure Collaboration Environment to highly regulated markets – such as the UK Defence Sector. With significant growth in recent years and there is now a requirement for a dedicated Sales / Account Lead to further grow DISX and our wider Managed Services portfolio into other vertical marketplaces to expedite growth.

### The Successful Candidate:

You will be a driven self starter used to actioning new business, maintaining strong commercial relationships / pipelining as well as converting inbound / current opportunities. You will become a topic expert with in depth knowledge of each of our service offerings.

### Previous demonstrable background in Managed Services:

Have a 'black book' of potential targets

Ability to generate organic sales opportunities

Support direct inbound opportunities

Confident in leading client engagement by phone, email & face to face sales

### The Role:

You will take on responsibility for driving sales of Logiq Managed Services, predominantly focused on the DISX service offering. Reporting to the Executive Management Team you will lead and manage all engagement with potential customers, delivering sales engagement, whilst working closely with the Managed Services Director to ensure the services being delivered are meeting the market requirements.

You will represent Logiq Managed Services at industry / trade events with a view to promote/sell our secure services. You will be expected to plan and deliver a strategic sales roadmap, identifying and exploiting new markets wherever possible.

### Responsibilities will include, but not be limited to:

- Account manage existing clients utilising the DISX service offering and maximise it's reach
- Actively pursue qualified opportunities as well as new inbound queries
- Work alongside our internal development teams and the customer to best identify what service is required
- Build a strong pipeline of commercial relationships with potential clients in current markets
- Monitor market activities and technical press to identify adjacent and vertical markets to bring forward new revenue streams for DISX/Managed Services
- Attend trade events to promote DISX and continually build the Logiq brand
- Utilising the company nominated CRM tool, maintain an accurate track of the sales pipeline to support company forecasting

### Skills and Capabilities:

Solid experience in B2B technical platform sales

Be used to owning a target and working autonomously to drive growth and exceed expectations

### Experience:

- Proven experience in Business-to-Business Sales for technical platforms, particularly in the cyber security, defence or managed services sector.
- Previous experience working with UK defence suppliers and other highly regulated sectors is a significant advantage.
- Strong commercial acumen and negotiation skills with evidence of strong sales discipline.
- An ability to present confidently and persuasively and to build strong relationships. Evidence of exceptional customer service.
- Self-motivated, driven to succeed and professional. Must demonstrate flexibility and integrity.

### Benefits Include:

Very competitive Commission Structure

Car allowance

8% pension contribution

Discretionary Annual study fund