

Job Description

JOB DESCRIPTION			
Job Title:	Technical Consultant – Key Accounts	Department:	Sales
Reports To:	Head of Business Development	Direct Reports:	None
Location:	Tamworth		
Company:	Jaama is a fleet, leasing and rental management software and driver risk services company. As a certified Microsoft GOLD® development partner, Jaama uses the latest technology to provide customers with greater integration, control and automation. It brings innovative fleet management software and driver licence checking software to fleet operators, contract hire and leasing companies. Jaama is the first to combine fleet software and risk management services to help customers meet their driver health and safety responsibilities under occupational road safety regulations.		
Function Overview:	The Sales team currently consists of three field based Business Development Managers and one office based Business Development Co-ordinator. The Sales team is fully responsible for turning leads generated by the Marketing team into sales orders. Each Business Development Manager also has an allocated set of accounts they are responsible for managing, in addition to managing their sales pipeline.		
Role Profile:	Working closely with the Head of Business Development (HOBD). Supporting the HOBD with sales opportunities to Strategic Accounts and providing technical sales support to the wider Sales Team, accounts. To achieve these primary objectives, it is expected that the Business Development Consultant will forge excellent relationships with internal stakeholder groups, and become the liaison between sales and the wider business. Working hours are 9am – 5.30pm however out of hours work and occasional stays away may be required for client meetings. Salary is dependant on experience.		

Key Responsibilities

- Support the HOBD with the sale of Strategic Account Deals
- Support the HOBD with the management of Strategic Accounts
- Support the sales team to achieve objectives
- Assist BDM's in preparation for sales visits and demonstrations
- Liase with relevant departments to understand the product suite, develop sales ideas and new initiatives to increase sales opportunities.
- Post Sale – support the transition of client relationships from Sales to Implementation team
- Post Implementation – support the transition of client relationships from Implementation team to Technical and Commercial Account Managers
- Work closely with the Marketing team and Business Development Managers to manage campaigns and refine our approach to increase sales revenue
- Engage with Product Manager & Head of Product Design to influence the direction and saleability of the Product Suite.
- Regularly review development pipeline and present new functionality to the team with saleable features
- Create and maintain a demonstration system with current data and functionality that can be used by the team
- Take on the System Management of Microsoft CRM and deliver Sales Reporting requirements
- Aid in data analysis and producing insight into Jaama's Strengths, Weaknesses, Opportunities and Threats
- Source and communicate hot topics and news stories that may align with Jaama product benefits

Skills & Experience

Essential:

- Base knowledge of sales process and principles
- 5+ Years Experience in a Technical Sales Support or Implementation Consultant role

- 5+ Years Experience in Fleet, Leasing & Rental Software environment
- Strong IT & technical skills with an attention to detail
- Proven experience of delivering detailed and persuasive presentations
- Outstanding levels of communication across all media
- Comfortable when liaising with all types of people, and a “client need” led approach to sales demonstrations
- Competent in Microsoft Office
- Well presented, professional and able to articulate ideas

Beneficial:

- Experience in configuring, using or demonstrating Key2
- Proven track record of contract awards and involvement as a technical support representative
- Entrepreneurial approach to work challenges

Personal Attributes

- Ability to work under pressure and to tight deadlines
- A strong focus on achieving results
- Adaptable, versatile and a naturally gifted communicator
- Understands the importance of software to businesses
- Must be well presented and professional
- Confidence, charisma and a positive attitude to challenges
- Professional, mature approach to and personal development
- Demonstrates commitment to developing job and product knowledge.
- Superb initiative and aptitude to learn
- Highly driven individual

Application

To apply please send your CV with a covering letter and salary expectations to careers@jaama.co.uk