



JOB DESCRIPTION

JOB TITLE:	Account Director	ROLE LEVEL:	
DEPARTMENT:	Infrastructure	REPORTS TO:	Sales Director – Infrastructure
MANAGEMENT RESPONSIBILITY FOR:	No reports	DATE OF JOB DESCRIPTION:	October 2023

About ITS

We exist to ensure that every business in the UK has access to full fibre gigabit-capable connectivity, through our growing 500+ strong partner community. This enables opportunity, progress, exploration, creativity, innovation and commerce. Rapidly advancing technology means there's never been a more exciting time; for you, for business, and for the future. Limitless potential for everyone.

By creating a digital powerhouse, help us build our ITS brand into the best wholesale connectivity provider in the industry and our Faster Britain brand into the most famous business connectivity authority in the UK.

ROLE DESCRIPTION:

Account Director representing the ITS sales channel in the business telecoms market. The role holder is responsible for sales and financial performance within the infrastructure sector to achieve the annual budget and business/personal objectives. This includes executing the ITS business strategy for the infrastructure sector, increasing market share, total contract value, strategic sales and revenue growth.

KEY RESPONSIBILITIES

The key accountabilities include but are not limited to;

- Driving the sales and financial performance through the ITS infrastructure sector to meet the annual budget for revenue.
- Accountable for sales to our infrastructure customers and partners
- Responsible for shaping and developing the new propositions and large strategic contracts, including new network build locations
- Ensuring a professional sales approach at all times
- Collaborating with shared services functions across the ITS business (e.g. partner sales, finance, operations, project management, etc)
- Responsible for ensuring the ITS infrastructure sector meets all regulatory, legal and security obligations, in line with ITS policies

About You

Experience

- Track record of selling large, complex solutions in the telecoms market
- Working closely with telecommunications providers and/or Data Centre providers and/or Internet Service Providers and/or Channel Partners
- Strong contact networks and well respected within the industry

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Knowledge

- Excellent knowledge of telecoms connectivity products including dark fibre
- Strong commercial acumen
- Creative thinker with ability to lead major negotiations.

Skills/Abilities & Relevant Competencies

- Excellent negotiation skills
- Strong communication skills; written and verbal.
- Good self-discipline and well organised
- Comfortable building relationships at all levels
- Ability to think strategically and turn plans into deliverables.