

Canberra - Account Director Managed services

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Company: NRI Australia & New Zealand

Location: Australia

Category: other-general

Canberra - Account Director Managed services Currently employing over 2,500 staff domestically across Australia and New Zealand. NRI Australia Limited is a leading IT business solutions provider, offering IT management and consulting services, cloud solutions, business intelligence & big data and analytics and thought leadership. These services deliver solutions across a wide range of technologies including business intelligence, core business applications, middleware, technical and hardware infrastructure. Suiting an experienced Business Development Executive who is well-networked in Canberra and has worked within IT Managed Service This is a sales role, responsible for growing the presence of NRI in the market, both by selling the range of offerings represented in new accounts and by increasing the penetration of NRI Solutions into existing accounts. The successful hire will be supported by subject matter experts from our practices as necessary, particularly during pre-sales discussions with clients. This sales role is responsible for growing the presence of NRI in the Canberra, both by selling the range of offerings represented into new accounts and increasing NRI Solutions' penetration. This role is supported by subject matter experts from the practices as necessary, particularly during pre-sales discussions with clients. In return, this role fosters the development of a network of distinct connections between NRI and clients in the nominated organisations and orchestrates NRI interactions with those clients to present a coherent and unified market presence. The ideal applicant will have experience selling Manage services products such as - Desktop Support/Service desk/Wintel/Cloud/Data Management Key Accountabilities Hold overall accountability for NRI's relationship with clients Build and manage the account plan for the allocated

accounts Assemble an integrated view of all work being undertaken by NRI across the accounts Foster multiple connections into the accounts through NRI practices and other NRI leaders Safeguard NRI's long term client relationships through advocating the interests of clients Develop deep knowledge of and insights into the accounts (trends, drivers, preferences etc) that you leverage. Develop sales plans and follow agreed processes and standards, utilising NRI representatives, relationships and capabilities as necessary to deliver sales targets assigned. Achieve revenue and profitability growth targets. Desired Experience Strong technology and sales background Track record of achieving realistic regional sales targets Ability to identify new business opportunities and prioritise markets/opportunities to achieve growth targets. Demonstrated experience identifying potential growth capability areas, via partnering or acquisition To be successful in this role you will be an enthusiastic professional with the ability to engage and work closely with our clients and gain their trust and they see you as the NRI expert. You will have excellent communication, presentation and organisational skills and you will have a friendly enthusiastic and ambitious personality to fit in to our team. WHAT'S IN IT FOR YOU? In exchange for your exceptional technical skills, customer-focused performance & out of the box thinking you'll be rewarded with a career-changing experience only consulting can provide. Unwavering focus on professional development Diverse & challenging project work Paid certifications Flexibility to juggle what's important to you with work Committed health & well-being plan Competitive salary packages Corporate partnerships DIVERSITY & INCLUSION We celebrate the diversity of people, and we pride ourselves on ensuring everyone belongs. As an equal opportunity employer, we want to create opportunities for everyone and will consider all applications without bias. We value our collaborative culture and work together to support a variety of community organisations and social issues.

#J-18808-Ljbffr

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