



Helping you share, store and protect your data.

WEB SALES/WEB ACCOUNT MANAGER

CD Team is looking for a professional, enthusiastic and ambitious sales person to join our successful company.

From lead generation to closing a deal, meeting and speaking with potential and existing customers, writing proposals, specification documents and quotations, project management, liaising with the in-house web design team, external suppliers and much more, this is a truly varied role and an exciting opportunity for the right candidate.

Formed in 1995 CD Team Limited is focused on providing exceptional customer service. CD Team is a privately owned, financially secure business. Specialist suppliers of CD, DVD, Blu-ray and flash memory media, duplication hardware and services to businesses throughout the UK. The promotion and sale of website design and digital services is a new venture for the company so this role offers a superb opportunity for someone looking to further their career and be truly influential in the formation of a new department.

Based in Henley-on-Thames, CD Team offers a professional, happy and motivated working environment by rewarding hard work and achievement and encouraging personal development.

As CD Team Limited's Web Account Manager you will be responsible for the entire customer relationship, starting with the initial customer contact, project management, closing the sale and ongoing account management to develop further opportunities within those accounts.

A fundamental understanding of the internet, web design (including the basics of HTML, FTP and ASP but not necessarily a programmer) and SEO, the ability to write to a very high standard including detailed specifications and reports and a proven track record of generating new business sales and account management are essential.

Functions and responsibilities:

- Generate new business by cold calling, responding to internet leads and marketing campaigns and working our extensive database.
- Position our range of digital services including web design to prospects and customers
- Work closely with our web design team on proposals to prospective customers
- Calculating costs and preparing quotes
- Inputting orders and related account management administration
- Meeting monthly and quarterly revenue and gross margin targets

We are looking for someone with the overall ability to establish, develop and maintain a high calibre relationship with clients.

Full training will be given but the successful applicant will already be:

- Highly motivated with the ambition to succeed and progress
- Organised and efficient, able to work on own initiative and under pressure
- Professional, positive and have a helpful attitude, with excellent communication and customer care skills.
- Numerate, articulate and computer literate with excellent attention to detail

We're a hard working team and are looking for the right fit – someone with a passion for working closely with both customers and colleagues who possesses the desire and ability to learn. The role is predominately office based, although visits to customer sites are required from time to time. The remuneration will reflect experience with a non-capped commission structure and superb benefits package.