



## Account Manager

### Role Summary

The intention of this position is to uncover and develop new opportunities and support the growth of the company.

It is expected that you will be capable of conducting yourself at decision maker level in major enterprise accounts. You will be required to communicate the technical and business benefits of all products in the AppCheck NG portfolio.

It is expected that you will be willing to travel to see accounts and have a full UK driving licence.

This is a position that requires a high level of responsibility, credibility and independence. You will have a lot of freedom in your role and you will be expected to make a big impact on our revenue/profit and your earnings.

### Package

The remuneration package for this position is as follows:

- Salary & Commission Structure: Very competitive with outstanding OTE opportunities.
- Health cash plan or gym membership
- Company pension scheme

### Required and Desirable Skills

#### *1. Sales Skills*

Your main task will be to generate new business, using your relationship building/influencing skills and a "consultative selling approach" to meet and exceed sales targets for new and existing accounts. Credibility, presence and strong sales and presentation skills are essential. Your main skills will include:

- Ability to generate new business
- Ability to conduct meetings
- Ability to manage the sales process from start to finish
- Ability to manage accounts that match the strategic aim of AppCheck NG

You will be responsible for generating your own business via the telephone and/or meeting the client. You should therefore possess a willingness to work with new clients from the very first conversation. Your consultative style and pro-activity will enable you to understand customers' business, identify their needs and then design appropriate solutions.

It is expected that you will, initially, win focused opportunities in larger accounts. Your experience will enable you to own and manage these larger enterprise accounts, having the skill and knowledge to communicate the benefits of all core products in the AppCheck NG portfolio.



## *2. Market Knowledge*

Our customers and prospects cover a broad range of vertical markets, however, the common requirement is to maintain or improve their levels of security and reduce risk in their organisations.

A background in information technology security sales would be advantageous but not essential, however a minimum of at least six months outbound new business is a must. You will be required to demonstrate that you have experience in conducting yourself with large projects for enterprise organisations.

You will be provided with the necessary coaching and training to understand the needs of the market and our product portfolio, however, you should be prepared to learn in your own time in order to maximise your own potential and AppCheck NG's competitive advantage.

## *3. Product Knowledge*

You will be expected understand all aspects of the AppCheck NG portfolio, including:

- Web application vulnerability scanning
- External infrastructure vulnerability scanning
- Internal vulnerability scanning
- Managed service and support packages

Full training from AppCheck NG will be provided to ensure a thorough understanding of the portfolio.

## *4. General Skills*

AppCheck NG is an established software solution that has recently formed as its own company, but is part of one of the longest established IT security organisations in the UK. We require people who are not only very skilled, but who are also flexible, reliable, can take initiative, can deal with responsibility, and have a "can do" attitude.

A full UK driving licence is essential.

**If you believe you have what it takes, please send your CV and a covering note briefly explaining why we should interview you via email to [info@appcheck-ng.com](mailto:info@appcheck-ng.com).**