

Sales Account Manager– Nohmad (Birmingham or Manchester).

Main Purpose of Job

TouchStar ATC is looking for a dynamic individual to join the Sales team, focused on driving new business sales of Nohmad solution into the Remote Working markets. The Nohmad hardware in a SIM based Time and Attendance device best suited for customers that need to capture attendance transactions without the aid of a fixed network.

Existing industrial knowledge / expertise is not a prerequisite, but the ideal candidate should be able to quickly understand the value proposition, identify opportunities within these sectors and work with the software partners to deliver growth within this key area. The candidate should also be adept in IT and understand cloud-based applications.

Personal Specification

- Has energy, drive and a positive attitude to developing new business.
- Ability to quickly understand the Nohmad proposition and consultative approach to Solutions sales.
- Is highly motivated towards exceeding targets and goals.
- Good at building long-term relationships with Customers, partners and colleagues alike.
- The candidate needs to possess strong communication skills, both in presentation and written format.
- Ability and understanding of working under own initiative, direction and discipline.
- Can clearly articulate how the Nohmad solution solves the business challenge for the Customer with a rapid return on investment.
- Can respond in a timely, professional manner to Customers' requirements even in a high-pressure environment.
- Has an ability to learn quickly.
- Is innovative and brings new ideas to the team.
- Is willing to work out of hours when deadlines need to be met.

Salary and benefits

- Location: Birmingham or Manchester
- Salary: Dependant on experience, Uncapped commission, Car, Laptop and Mobile Phone