

# Account Manager

**Job type:** Full time

**Location:** Peterborough

**Salary:** £30,000 - £40,000 + Car Allowance + Great OTE

Data Interchange is a leading international provider of EDI and managed services. For more than 30 years we have helped thousands of satisfied customers streamline their eBusiness solutions. Our global B2B network enables trading partners all over the world to do business electronically, providing a business-critical service for supply chain management, order processing, business integration, data synchronization and electronic funds transfers.

Data Interchange specialises in the automotive sector and tailors eBusiness solutions for retail, government, finance and healthcare. Our international interests are handled by our global offices and through over thirty distributors located in Europe, South Africa, America and the Far East.

Due to several growth initiatives, we are looking to expand our sales capabilities and are looking for high calibre individuals to join their sales teams to deliver the commercial strategy. Managing an existing account base, the role of Account Manager is to protect revenue streams, upsell and cross-sell the range of products within the Data Interchange portfolio and identify new business opportunities within the region.

You will have experience selling services business to business, ideally with a technical solution. You will be driven by the need to delight the customers, create long term sales solutions on a win/win basis and take responsibility for your own success. In return you will receive full product training and join a sales team that is already effective and achieving targets.

## **As the Account Manager, you will be:**

- Excellent at building rapport and operating at IT, supply chain and finance level
- Motivated by exceeding targets and hungry for success
- Tenacious/resilient and creative in finding suitable solutions for clients
- Know how to sell on value and not on price

**Alongside a competitive salary and benefits, we also offer the Account Manager the following:**

- Individual training benefits
- Perkbox
- Regular, subsidised staff social events
- Excellent career progression

To apply for this position, please forward a copy of your CV and covering letter to [careers@datainterchange.com](mailto:careers@datainterchange.com)