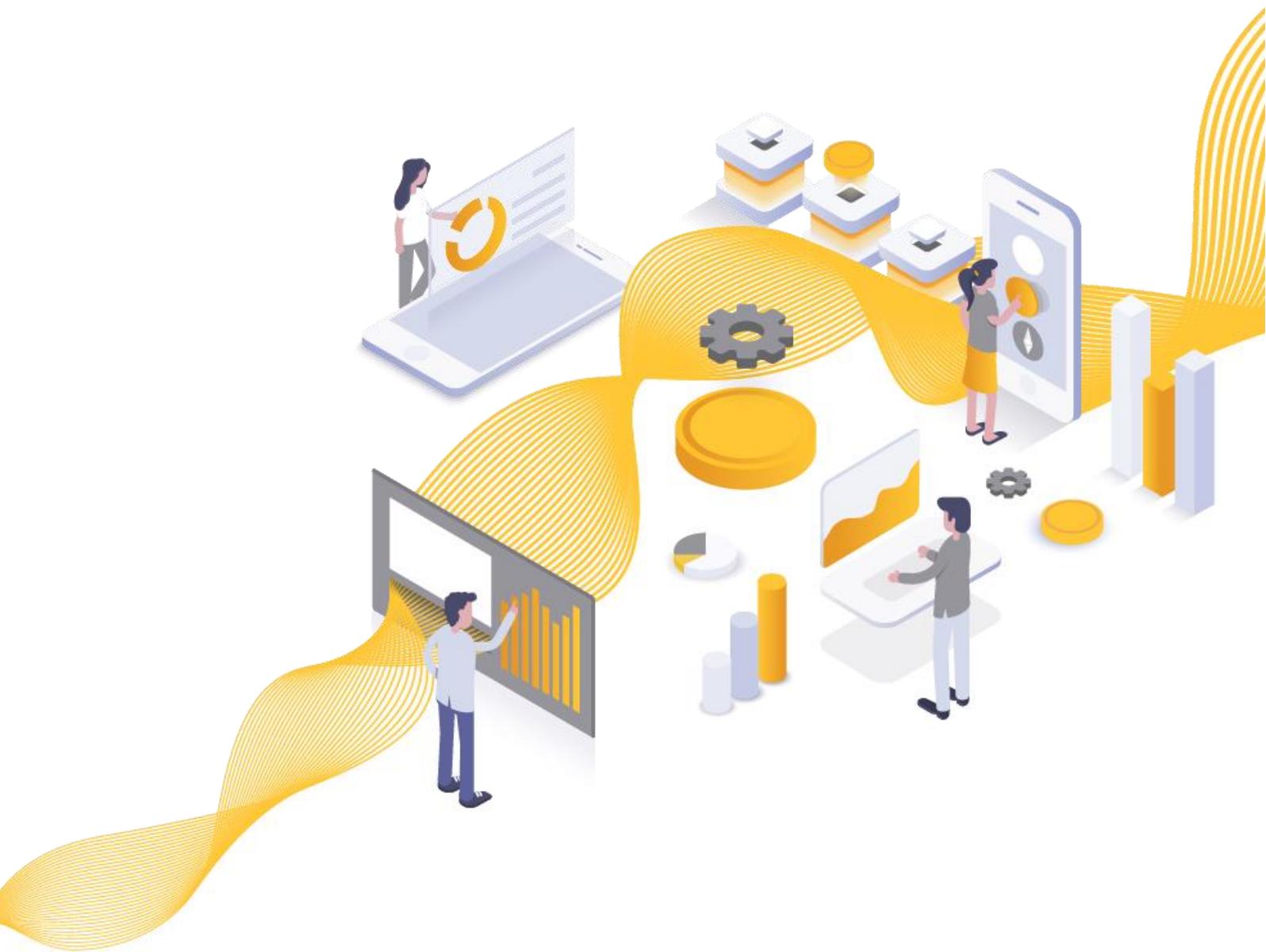


Junior Account Manager



We're AccessPay, the fastest growing fintech company outside of London. Thinking outside the box is something we relish, there are no bad ideas. We've got a flat structure, with no silos or protracted bureaucratic decision making. Most importantly, no big egos. AccessPay people get stuff done. From a tiny office in Ardwick, to occupying an entire floor in Manchester City Centre. From 4 to 60 staff. From finance start-up, to launching new fintech brands. All in less than 5 years. 2017 saw us listed as a Deloitte Tech Fast 50 company and shortlisted for the coveted Manchester Evening News "Business of the Year". We're getting bigger and better every day. Help us write the next chapter in the AccessPay story.

Job Title: Junior Account Manager

Responsible to: Strategic Account Manager and the Head of Account Management

Hours: 8.30am to 5pm, however this is sales....so whatever it takes to make target! The sales teams are targeted on a monthly basis so the end of the month is important and the end of the quarter there is a real push to make sure all Sales Orders are in and targets are met.

Duties & Responsibilities:

- This is an exciting new role to support sales into our strategic customer base (>£300m turnover) which include Volvo, Kripsy Kremes, Stena Line, Accenture, John Menzies and many more. The primary focus is supporting the Strategic Account Manager (SAM) to target the existing FTSE100/enterprise/international customer base. This entails focussed contact with the customer base to identify new requirements in the existing customer base or to help identify new contacts and cross-sell into a different division or part of the group.
- Depending on the individual, there will also be the option to sell upgrades to the existing service for example new user licences, new Service User Numbers (for Bacs) and other 'packaged' items. More complex functionality will be the responsibility of the SAM. There is potential for future career progression from JAM to SAM!
- Outside of our strategic customer base, we have 100's of customers who are currently not contacted or serviced by sales. This role could also include contact with the rest of our customer base to identify any leads or opportunities.

Experience:

- 2 or 3 years post university in an inside sales/tele-sales role
- Ideally SaaS experience but any software experience (i.e. on premise or hosted) would be relevant
- Primarily worked with large corporates (FTSE100/blue chip/International) in a solution sales environment
- Some experience of closing sales and carrying a target

About You:

We're looking for a real team player, who wants to get stuck in. We are a naturally inquisitive bunch, so you should be happy questioning both prospects and your colleagues to get the information you need. Our people are passionate and this shines through to their work, so we are looking for someone with this drive and determination to succeed.

What we can offer you:

We offer a company induction and training throughout your career at AccessPay. Alongside this you will have the support of our Head of Account Management, who has over 25 years of solution sales experience working with and for the largest international companies including the BBC, British Aerospace, Mitsubishi Electric and BT.

You'll be rewarded with a competitive salary, fantastic career progression, a great environment, and the opportunity to work for a fast-growing VC-backed FinTech company that is delivering innovative solutions that make a difference.

To find out more about what it's like to work at AccessPay, check out our
People Page:

<https://www.accesspay.com/about/people/careers/>