

Account Manager Job Description

We are iHasco.

We are a leading Health and Safety and HR Compliance eLearning provider. We focus on creativity, quality, and most of all simplicity. Having delivered over 15 million training sessions across the last 15 years, our company continues to grow at an unprecedented pace creating an exciting opportunity to join our Commercial Sales leadership team.

Our Core Values

Our values are what we stand for and what matters is how we treat each other and our clients. We make it happen, we never settle, we choose right, and we are always smart with heart. We are ready for anything.

The role

We're looking for an Account Manager to join our team and take our revenue growth to the next level. In this role, you'll be at the forefront of driving incremental sales by leveraging existing customer relationships and expanding our product and service offerings.

- **Client Portfolio Analysis:** Dive deep into our existing client base, analysing their needs, preferences, and usage patterns. Your mission is to uncover cross-selling and upselling opportunities.
- **Tailored Solutions:** Craft personalized recommendations and solutions that align with each client's unique requirements. Show them how our additional products or services can enhance their experience and add value to their operations.
- **Effective Communication:** Skilfully communicate the benefits and features of cross-sell and upsell options. You'll be the expert who guides clients through the decision-making process, making it easy for them to say "yes."
- **Relationship Building:** Build trust-based relationships with clients, becoming their trusted advisor. Clients should turn to you for insights and solutions, knowing you have their best interests at heart.
- **Revenue Growth:** Your primary goal is to drive incremental revenue for the company. Achieve or exceed monthly cross-sell and upsell targets while contributing to overall sales objectives.
- **Collaboration:** Work closely with our sales, marketing, and product teams to ensure a seamless and coordinated approach to cross-selling and upselling initiatives.
- **Continuous Learning:** Stay up to date on our product/service offerings, industry trends, and competitive landscape. This knowledge will be your secret weapon in uncovering opportunities.

This role offers a unique opportunity to drive revenue growth while building lasting customer relationships. We value innovation, initiative, and a customer-centric mindset. If you're ready to make an impact and elevate your sales career, we want to hear from you.



What you'll have:

- Proven experience in cross-selling and upselling in a sales or account management role.
- Exceptional communication and relationship-building skills.
- Ability to analyse customer data and uncover sales opportunities.
- Results-driven mindset with a track record of meeting or exceeding targets.
- Strong product and industry knowledge.
- Collaborative team player who thrives in a dynamic environment.

What you get from us

- To be discussed at interview stage.

To apply, please contact Abbey Wright via email abbey.wright@ihasco.co.uk

