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| Role Title | Account Director – Central Government |
| Function & Dept. | Sales |
| Career Growth Level | Contributing & Developing (D) |
| CGP Descriptor | Qualified specialists, recognised for their expertise, serving as pivotal contributors in various domains. These specialists play a vital role in influencing and shaping new business strategies, policies, practices, and content, catering to both external and internal customers. Their responsibilities may encompass problem-solving and the development and execution of purpose-driven solutions, often of a complex nature, to meet the specific needs of both external and internal customers |
| Team | Sales |
| Reports to | Sales Director |
| Role Purpose | The Account Director acts in partnership with our customers to define and support their technology requirements covering UK Government The individual needs to be motivated by the desire to solve critical challenges facing our customer and is prepared to connect them with a range of solutions & services provided by SCC & our partners. As an experienced and dynamic sales professional the individual will be responsible for leading and driving sales engagement.  The ideal candidate will demonstrate a high level of experience within the UK Government sector and be able to demonstrate a sound understanding of the technology sector, leveraging experience and relationships with leading industry partners.    This is a high profile role focussed on a key growth area for the organisation, the successful applicant will regularly brief senior leadership with the opportunity to visibly excel and become a significant contributor to the organisation’s success over the next decade. Experience of leading business capture and devising and implementing complex strategies is highly valued. |
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| Key Responsibilities | |
| 1. Experience and knowledge of the technology sector is fundamental with specific focus on five key areas, Enterprise/Networking, Digital Transformation, Modern Workplace, Software & Cyber 2. Demonstrable experience in the development and execution of complex solutions, value based selling, and consultative engagement 3. Demonstrable experience in disrupting and challenging the status quo utilising knowledge assets and data 4. Technical aptitude for understanding how technology products and solutions solve business problems 5. Cultivate relationships with CXX level customers and Key Partners to elevate reputation and influence 6. Strong enterprise sales experience, proven track record of success, demonstrating in depth knowledge of the full sales cycle and the ability to follow a structured sales process (ideally 6+ years experience in sales roles). 7. Ability to take a holistic approach to problem solving by understanding the bigger picture taking into consideration complex relationships and outcomes 8. Can articulate drive and determination to meet and exceed annual sales goals 9. Able to develop bespoke pursuit action plans with defined WIN strategies for agreed key opportunity acquisition 10. Committed to develop and maintain key stake holder relationships with internal and external customers & partners 11. Determined to drive innovation, entrepreneurialism & leadership in pursuit of company objectives | |
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| Person Specification | |
| * Relevant sector experience and commercial knowledge. * Self-starter and highly motivated and able to set short and long-term planning goals in line with campaign and business needs * Ability to work independently and as part of a team as required * Innovative thinker able to anticipate and overcome problems in a complex sales environment. * Significant experience in developing, managing and leading strategic campaigns within the Defence sector. * Excellent communication, influence and presentation skills. * Calm, considered & confident with senior internal & client stakeholders & partners * Required to make frequent visits to SCC & customer facilities | |

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| Key  Competencies |  | Level |
| 1. | Key Account Management | 3 |
| 2 | Relationship building | 3 |
| 3. | Stakeholder Relationship Management | 3 |
| 4. | Business Acumen | 3 |
| 5. | Business Development | 3 |
| 6. | Presentation Skills | 3 |

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| Management  Competencies |  | Level |
| 1. | Leading, Developing and Managing People | 2 |
| 2 | Problem Solving and Decision Making | 2 |
| 3. | Influencing Others | 2 |
| 4. | Embracing the need for change | 2 |
| 5. | Thinking & Acting Strategically | 2 |
| 6. | Planning & Analysis | 2 |
| 7. | Performance Management | 2 |
| 8. | Employee Experience | 2 |
| 9. | Resourcing | 2 |
| 10. | Competency Assessment | 2 |

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| Value Behaviours |  | Level |
| 1. | Responsibility | 3 |
| 2. | Passion | 3 |
| 3. | Customer First | 3 |
| 4. | Agility | 3 |
| 5. | Family | 3 |

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| Version | Date | Description | Approved by | Date |
| 1.0 | November 2023 | Original | HR | November 2023 |
| 2.0 | March 2024 | Formatting of cells | HR | March 2024 |