Complete and return to [recruitmentsupport@scc.com](mailto:recruitmentsupport@scc.com).

1. **Main Details:**

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| **Job Title:**  Account Director, Central Government | **Job Title of Line Manager:**  Head of Central Government, National Security and Police |
| **Department:**  Sales | **Section Name:**  Central Government |
| **Number of Staff Supervised:**  0 | **Job Title of Team Members:**  N/A |

1. **Overall Job Purpose:**

To drive the performance and growth of the Strategic Central Government sector. This sector comprises Ministry of Defence, Home Office, HMRC, DWP and Ministry of Justice. To ensure that appropriate plans exist to achieve the year-on-year growth laid out in the strategic 5 year plan and beyond. To take a 36 month view and have plans in place for nominated key deals that increase the influence and widen SCC’s interests in these key departments. To develop pursuit plans for specific opportunities and to manage the associated vendor and/or SI partners in these pursuits. To ensure that the mix of Product and Services aligns with targets and to open up new potential markets whilst protecting our House Accounts. To make budget.

1. **Main Duties of Job:**

* Discovery. Identify the most appropriate targets for future SCC pursuit and establish a pursuit calendar to ensure that we have appropriate focus well before ITT phase. Include the use of existing tools to identify current spending profiles and existing strategies.
* Identify FY25 deals that offer short term margin gain and create a rolling pipeline
* Contribute to the organisation adjustments required to ensure that appropropriate intellecrt is available for C suite engagements in all 5 customers. .
* Build and maintain relationships with the wider SCC management team, ensuring familiarity with all of SCC’s service offerings. Support the wider strategic plans of the business and act as an advocate for SCC. Where required, attend the Sales Operations Board on an advisory basis.
* Build and maintain relationships with the senior contacts of the strategic customers and prospects within the territory. Ensure that strategic opportunities that ensure growth in key accounts are identified at least 18 months in advance and prepare a pursuit stragetgy accordingly.
* Build and maintain relationships with the vendors who operate in the territory, especially thise required to achieve differentiation for a specific pursuit. Recommend partnerships/acquisition targets to the same end.
* Prioritise campaign strategies to help support the associated new business acquisition for territory
* Provide business coaching and advice to the wider Public Sector team. Help sponsor change and implement sales development initiatives.

1. **Skills, Knowledge & Experience:**

* 15+ years of Sales Management experience.
* Ability to manage complex teams and bring together a coherent message for the customer
* Ability to think long term and develop coherent strategies for winning in previously untaopped markets
* Be able to hold relationships at board level and demonstrate a track record of having done so
* At least 15 years experience in the IT industry
* Ideally, existing contacts in the vendor community or a demonstrable track record of having built and maintained external partner relationships