



Internal Account Manager

About Millgate:

Established 25 years ago, Millgate now has a wide range of clients across the public and private sectors, including retail, distribution, healthcare, education, transport and more.

We have learned and evolved over that time and have developed a reputation as an effective and trusted technology adviser to our clients, able to understand their requirements and provide the very best solutions to help them succeed.

We do this by committing to a very simple guiding ethos. Clients should expect that we deliver on the fundamental requirement that any tech product, service or solution we recommend or implement into their business actually works.

At Millgate, our culture is based upon shared common values, not least of which is our effective service ethic. We understand that when a group of talented and committed individuals combine forces in pursuit of a common goal that anything is possible.

Anybody can be part of a team, but it takes a group of exceptional people to be part of a high performing team. Which is why we set a high bar for anybody considering joining us. If successful, from that point on we work hard to challenge, recognise and reward you so that you may grow with us.

Our drive for growth is based upon the concept of Continuous And Never-Ending Improvement (CANEI) and so should you wish to improve individually or simply wish to contribute to a high performing team for some or all of the *next* 25 years, Millgate will be a supportive environment.

The Opportunity:

As Millgate continue to grow, we are recruiting an Account Manager based out of our Sheffield office.

The ideal candidate will have a solid track record within outbound B2B telesales (IT is desirable but not essential). They will possess a strong commercial acumen as well as an in depth understanding of the importance of customer service, recognising the need to balance profitable growth with customer satisfaction.

You will be responsible for gaining the interest of potential clients by making daily outbound calls promoting our company, our products and the benefits of working with us.

Roles & Responsibilities:

- Sell a range of products and services to both new and existing customers
- Make B2B outbound calls



- Generate new business to Millgate by means of using existing industry networks, prospecting and marketing campaigns
- Effectively build, manage and maintain long-term customer relationships at the highest level (both new and existing accounts), to serve as a trusted adviser
- Closing opportunities
- Direct prospects to the field sales team
- Understand and adapt to Millgate's ongoing product and technology developments

This position offers a fantastic opportunity for motivated and dynamic individuals to start on a career path in a fast-paced industry.

At Millgate we offer a development opportunity for candidates to train and move into a wider sales role (further details can be discussed during the interview process).

Personal Attributes and Millgate's Core Values:

You must demonstrate or aspire to uphold our core values:

- Be Humble
- Be Hungry
- Be Smart
- Be Agile
- Be Curious
- Exceptional personal and professional Integrity

The Package:

Millgate offers an incredible package of benefits, from our competitive salaries, through to current care and future financial stability for you and your family with our healthcare and pension schemes.

- Negotiable basic, dependent upon experience
- Contributing pension scheme
- Private healthcare
- Increased holiday with service
- Tailored training and development plans
- Real opportunities for progression