



Dedicated 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 now seeking a Dedicated internal Account Manager to work alongside an existing Account Manager.

The role is 100% office based and works with a Key Account Director to further develop the account set and add new accounts through referrals and prospecting activity.

You would be required to perform any of the normal tasks of an account manager delegated to them by the KAD plus the tasks that would have been sent to the Sales Operations team inbox.

Skills and Attitudes:

- Enthusiastic, friendly, customer focused personality
- Sales oriented mindset, with a proactive nature
- Ability to build strong relationships with customers
- Proven sales support/administration experience



- An organised, systematic approach to prioritise and keep on top of daily tasks with a keen eye for detail
- Excellent communication skills, both written and verbal

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