



Junior Account Manager

The Phone Co-op is part of COOP Midcounties (Winner 2018 Co-operative of the Year)

£20k per annum plus commission

Permanent, full-time

Manchester City Centre

Are you ready to progress your career in a high demand, high reward environment? Due to business growth and ongoing development The Phone Co-op is hiring a new account manager for our Manchester team, based in the heart of Manchester City Centre and close to the bustling Northern Quarter.

We promote internally based on merit with a competitive commission structure and we'd expect this junior account manager role to progress to an account manager within 12 months.

What you'll be doing

You will serve as the primary relationship owner for an assigned group of clients, with responsibility for retention and growth. A real people person with an eye for detail and opportunity, you will manage clients through their contract lifecycle, identifying and driving growth through upsell and cross sell opportunities. Developing trusted advisor relationships with key accounts, customer stakeholders and executive sponsors, you will be happy talking to senior managers and thrive off hitting your targets and earning commission.

Whilst this is a desk based role you will work alongside the Account and Tender Manager and B2B Service teams with the option of occasional travel and attending businesses events and exhibitions.

Essential Skills


- 2+ years in telecoms sales/ account management or equivalent
- Confident communicator with excellent written and oral skills, confident in speaking with CEO, CFO and IT Manager levels
- Strong business acumen, sound commercial judgement and the ability to generate a sustainable margin for the business
- High level organisation skills
- Strong analytical skills
- Telecoms knowledge

Desirable Skills

- Experience of working in a co-operative, social enterprise or charity
- Knowledge of cloud products, including Office 365 and Unified Communications

There is a good work life balance at The Phone Co-op, plus generous pay and conditions with a friendly, supportive team. If you're willing to learn, we're happy to teach and help you progress your career in the telecoms industry.

Apply today by emailing your CV to chames.zaimeche@thephone.coop or calling 01608 434 040.

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Independent Service Rating based on 160 verified reviews. [Read all reviews](#)

