

Title:	Account Director – Public Sector	
Salary:	Competitive base salary + variable pay + standard company benefits	
Benefits:	25 days annual leave	Life Assurance Scheme
	5 days annual study leave	Income Protection Scheme
	½ day birthday leave	Contributory Pension
	1 day annual charity leave	Private Medical Scheme
	Subsidised Gym Membership	Sports & Social Club

Company Summary

Attenda is a leading specialist in the provision of managed services solutions for operating Internet and enterprise applications. We currently manage business and brand critical applications for some of Europe's leading companies including bmi, Christian Aid, Regus, Princes Foods, St. James's Place and Travelodge. Our services allow our Clients to selectively outsource their IT operations and re-focus on using IT to add strategic value to their business. Through a commitment to operational excellence, we manage, secure and optimise the performance of our Clients applications irrespective of the physical location of the infrastructure.

The company is financially strong and we have earned the industry's leading accreditations ISO9001, ISO27001, ISO20000, is an HP Signature Partner, a Microsoft Gold Certified Partner, and a SAP Adaptive IT Hosting provide and their first global partner outside of Germany to achieve their SAP Cloud accreditation. In addition we are one of only seven companies to have been ranked in the UK's Sunday Times ARM Tech Track 100 for three consecutive years, have won the Best Managed Services Provider for 2008, 2009 and 2010, have been voted VMware's EMEA Hosting Partner of the Year 2008 and 2009, and recently voted VMware's Global Hosting Partner for 2010 and are one of only a handful of IT companies to achieve 2 star accreditation in the 2011 Sunday Times Best Companies Survey.

Role & Person Requirements:

We have an incredibly diverse, talented and committed team of people whose focus is squarely on working together to keep critical applications running 24 hours a day, so that our Clients can focus on building success in their own field. Due to our continued success and growth we are looking to recruit an additional person to join our New Business Sales team. Reporting to the VP Sales & Marketing you will be responsible for taking the lead role in identifying, qualifying, pursuing, winning and closing of complex managed services opportunities specifically within the Public Sector.

- Generation, identification and rigorous qualification of new business prospects.
- Achievement of direct new business sales of Attenda's business critical IT managed services to new Public Sector clients.
- Relationship building and expansion of Public Sector account base.
- Demonstrable experience and success (at least 3 years consistent target achievement) within the Public Sector
- A broad understanding of the technology industry, including trends, service providers and the technologies themselves.
- Proven sales knowledge – best practice sales techniques and processes such as SPIN.
- A firm understanding of hosting and co-location propositions/technologies
- Understanding of the generic messages surrounding outsourcing, hosting and solution-based selling
- Commercially astute – a business thinker, able to relate to mid level IT & business functions within Public Sector accounts.
- Background from recognised technology companies – outsourcing – systems integration – IT Services – software – network providers, etc
- Team player & Relationship builder both internal and external
- Persuasive with good presentation and influencing skills.
- Deal closer – maximising the opportunity – creating win/win deals for Attenda and our clients
- Able to identify realistic opportunities, qualify them quickly and pursue them effectively.
- Accurate forecasting
- Consistent achievement or overachievement against targets (at least 3 years)
- Attended formal sales training