

Corporate Account Manager – Full-Time

December 2022

About VisionTrack

VisionTrack is Europe's leading provider of cloud-based video telematics and our focus is to ensure we continue to provide the best full-featured video telematics solutions to serve the growing market demand for video-enabled telematics systems.

We have won more than 40 awards for innovation in the past six years and are dedicated to improving road safety and reducing insurance claims costs whilst assisting fleet operators to improve asset tracking/utilisation, fleet optimisation, regulatory compliance, and security.

Our multi-award-winning telematics platform has been built using the latest technologies that can locate a vehicle in real-time with live video and analytics. The cloud-based solution has evolved to connect to any third-party system and is the most innovative and leading video telematics platform available on the market.

Overview

At VisionTrack, we are on an exciting journey and we are looking for a **Corporate Account Manager** to join our Corporate Account Management Team. Our business is growing and the Corporate Account Manager is at the heart of it, managing a portfolio of existing customers to achieve year-on-year growth. This role will be responsible for onboarding new clients, managing and growing existing accounts and strategically developing the relationship. The ideal candidate will have a proven background in account management within the fleet industry and is sales-driven and customer-focused.

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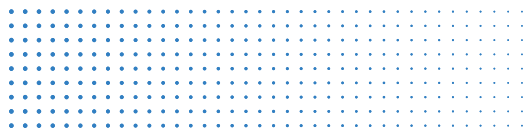
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Apply now



Key Responsibilities:

- Regular meetings with key influencers within a defined portfolio, including quarterly fleet performance reviews and annual strategic reviews to achieve annual sales performance.
- Regular customer contact through phone and email, and adopting communication tools such as Microsoft Teams to maintain strong working customer relationships.
- Provide ongoing training to customers on the use of the VisionTrack video telematics platform and ensure high levels of user adoption.
- Work with customers to help them realise the value of our product and services with a demonstrable ROI.
- Through proactive networking and follow up, create key stakeholder and decision maker relationships within all customer accounts.
- Through the implementation of a planned and structured approach to strategic account development methodology, win additional business and maintain customer account plans that detail current product holding, volume expectations, growth expectations and opportunities.
- Maintain CRM systems, ensuring that all customer records are accurate and up to date.
- Keep up to date with industry news and necessary training to exceed in your role.
- Act as the internal voice of the customer to ensure key stakeholders are engaged and can support via their respective functional areas.
- Provide your customers with a proactive and consultative approach to help them drive their business forward.
- Support internal projects and initiatives relevant to the continual improvement of delivering great customer service.
- Forecast and track key account metrics.

Qualifications:

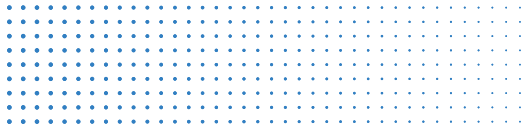
- Strong proven sales experience within the fleet industry.
- Account management experience of managing an existing portfolio with a proven track record of target success.
- Experience of leading successful negotiations with complex customers.
- Demonstrable ability to communicate, present and influence key stakeholders at all levels of an organisation, including executive and C-level.

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What are we doing to help us build a thriving, inclusive community?

Our ambition is to build a more diverse, equal and inclusive workplace for everyone and we have a mission statement in place to reinforce our commitment. However, that's the easy part!

Our key challenges are...

- How we continue to nurture positive behaviours in our own culture to foster healthy, happy and collaborative colleagues where performance is recognised and differences celebrated.
- How we strive to build our own internal community to better reflect the diverse communities we serve.

To help us achieve this, we have recently established an employee network called **#WeAreMarkerstudy** – a body of proactive colleagues with diverse interests and experiences, who have volunteered themselves to be part of a driving force for positive change.

Change won't happen overnight or without the support of our colleagues, but we are now in a good position to make realistic and manageable plans in order to see them flourish in the future.

To apply, please send your resume and cover letter to erinlong@markerstudy.com.