

## Account Managers

Kite Consulting Group is an ERP Consulting and Business Solutions Organisation that have been trading since 2003. Kite rewards successful individuals with outstanding financial and benefits packages, long term skills development and fast internal progression.

We are in search of experienced Senior Account Managers with a background in selling IT software, turnkey solutions or staff augmentation consulting services into large Blue chip accounts.

We offer a fantastic, lucrative, open-ended bonus scheme, and encourage all staff to exceed set and personal targets. This is an excellent opportunity to build your own empire, becoming a working leader or using business campaigns to establish regular repeat customers for a competitive long-term edge.

For the truly ambitious, there are opportunities to open offices nationally and internationally.

Kite offer a comprehensive, ongoing training package with an in house program and a proprietary methodology for servicing customers looking for R.O.I. solutions, including; consulting, projects, contracting and/or regular hire.

We aim to assist every team member in reaching their potential through our proven full lifecycle training, comprehensive & bespoke sales methodology, automated internet recruiting, qualifying, advertising, state of the art marketing, in-house training, etc.

### **Requirements:**

- In order to integrate fully with our methodology we require experience of selling and offering business solutions in the highest level of organisations
- Recent successful sales experience within ERP consulting services, ERP software or ERP turnkey solutions is ideal. Successful Senior Level Recruitment Consultant experience will be considered
- Degree Educated
- Membership of industry organisations and/or user-groups.
- Management references and validation of employment/earning will be required.
- Kite recruit commercially aware individuals who have consistently ranked top 20% in their teams.

Kite has an inclusive, motivated environment and is on track to become one of the Europe's leading organisations in Oracle ERP Business Solutions within the next 2 years. Kite has grown 100% per year for each of the last 3 years and is expected to accelerate the pace of growth over the next 12 months.

Please send in your CV to us only if you are passionate about your career and business.