

TELEPHONE ACCOUNT MANAGER

LOCATION : CHELTENHAM

POSITION TYPE : PERMANENT

At iPipeline, we pride ourselves on our culture. We believe in an enthusiastic atmosphere, encourage innovation, depend on creativity, and strive for success. We value our employees and understand that our continued success as a company relies heavily on the success of every individual. Our employees describe iPipeline offices as fun, energetic, 'can do', professional environments.

We empower our people and provide them with the opportunity to pursue personal growth and career aspirations. We work hard and play hard. We celebrate success.

As the market leader in our industry, we deliver ground-breaking and award-winning technology to the financial services industry. Working at iPipeline allows you to play a huge part in making it easier for our customers to protect and secure the financial futures of consumers' families.

Find out more at www.ipipeline.com/uk/



YOU CAN ENJOY:

- Innovative, inclusive and focused environment
- Flexible working
- Work/life balance
- New, contemporary, open-plan office space
- Company matched pension benefits
- Generous Life and Critical Illness Cover
- Perkbox membership (discounts and freebies)
- Competitive holiday allowance
- Well stocked kitchen of free soft drinks, tea, coffee and fruit
- An annual wellness allowance to keep you happy and healthy

PURPOSE OF THE ROLE:

To develop and grow mutually rewarding relationships with our Distribution Firms. To excite and engage Key firms, through working in partnership, ensuring iPipeline technology is adding value and improving efficiencies for their businesses.

To provide feedback to ensure that our products continue to develop in line with customer needs.

This is a fantastic role which will utilize and develop your account management, customer services and sales skills. Using your excellent telephone communication skills, you will be responsible for exciting and engaging some of our key customer firms, working in partnership to ensuring iPipeline technology is adding value and improving efficiencies for their businesses. You will also be responsible for providing feedback to ensure that our products continue to develop in line with customer needs.

SKILLS:

- Excellent communication skills
- Excellent networking and sales skills
- Strong organisation and planning
- Ownership and accountability
- Self-motivated and enthusiastic

DESIRABLE QUALIFICATIONS AND EXPERIENCE:

- Educated to A-Level standard (or equivalent)
- Prepared to study for relevant qualifications
- Experience in telephone sales
- Any Financial Services knowledge
- Experience of managing client relationships

DON'T HAVE EVERYTHING WE'VE ASKED FOR?

Don't worry.

You might not have everything listed above but you might have some valuable transferable skills and experience.

You might be returning from a career break or feel you have taken a wrong turn in your career.

At iPipeline, it's about you and what makes you tick, not ticking every box.

To apply please email cheltenham.recruitment@ipipeline.com with your CV and covering note (don't forget to include those transferable skills).

For information on how we store applicant information, please see our [Job Application Privacy Policy](#).