

<b>JOB TITLE:</b>	Regional Software Consultant
<b>DEPARTMENT:</b>	Sales and Marketing
<b>REPORTING TO:</b>	Head of Business Development
<b>SALARY:</b>	Basic salary from £19,000pa
<b>BENEFITS:</b>	Commission, company vehicle, laptop, mobile phone, workplace pension scheme, business expenses.

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## INTRODUCTION

Acomos are looking to establish and develop a team of Regional Software Consultants. Acomos is a forward thinking and ambitious software services company within the hospitality sector. This sector is incredibly fast paced, and the role will require a strong skill set to establish and maintain strong client relationships, generate income from new client acquisitions and achieve targets set by the company. The company has well established software services across a broad spectrum of the hotel industry giving multiple opportunities for new client acquisitions and existing client up-sales.

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## KEY RESPONSIBILITIES AND DUTIES

The role will require day-to-day management of a pre-defined territory. The role is well supported with a centralised team dealing with all administration, project and technical support services across the company's product range giving the Regional Software Consultant the ability to focus on growth of their territory through acquisition of new clients as well as maintain existing client income through the following key strategies.

- Lead generation
- Exhibitions, conferences and events
- Client relationship visits
- Third party integrations
- Software updates and new releases
- New business generation

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## REGIONAL SOFTWARE CONSULTANT SKILLS AND QUALIFICATIONS

- Self-motivation
- Ambition
- Smart appearance and demeanour
- Software and/or hotel experience
- B2B experience
- Commercially astute
- Ability to lead generate in a territory
- Networking and relationship experience
- Strong desire for personal financial achievement
- Full clean driving licence of a minimum 1 year
- Willingness to travel with overnight stays
- Confidence in dealing with senior company executives