**Account Manager**

**Are you ready to take your career to the next level?** Do you have a passion for tech solutions and a knack for building strong business relationships? If so, we've got an exciting opportunity for you!

**47+ Years and Counting!**

At RBC Group we're not just another IT Services Company; we are all about tech SOLUTIONS! We have been in this business for almost 50 years – we have been through it all and are going strong!

We're a dynamic, innovative, and fast-growing organisation that specialises in providing cutting-edge technology solutions to businesses of all sizes.

Our team of experts is dedicated to pushing the boundaries of what's possible to ensure our clients success, and we're looking for two Account Managers to help us continue our journey.

**As a Team Member**

You'll be at the forefront of our growth strategy. You will be responsible for identifying and cultivating new business opportunities, forging strategic partnerships, and driving revenue growth.

This role is perfect for someone who thrives in a fast-paced, dynamic environment and has a passion for all things tech.

**You are a great fit if you can….**

* **Proactively identify** and pursue new business opportunities/clients
* **Build relationships** that develop and nurture strong relationships with clients, team members, partners, and industry influencers.
* **Collaborate with your colleagues** to develop and execute strategic business growth plans.
* **Stay up to date** with industry trends, competitor activity, and customer needs to inform your approach.
* **Skilfully negotiate** contracts and agreements to create mutually beneficial partnerships.
* **Work in collaboration** with team members internally and those of clients to drive revenue growth and positive experiences
* **Maintain accurate records** of your sales activities and provide regular progress reports to the management team.
* **Have a great time,** doing what you enjoy and enjoying what you are doing!

**And you must have…**

* **A Passion for Tech:** A genuine interest in technology and a desire to stay current with the latest trends and innovations.
* **Sales Skills:** Proven experience in business development, sales, or a related field.
* **Relationship Building Abilities:** Exceptional interpersonal and communication skills with the ability to build rapport quickly.
* **A Strategic Thinking Mindset:** With the ability to identify and seize opportunities.
* **Results-Driven Acumen:** A track record of achieving and exceeding sales targets.
* **Team Player Mentality:** Collaborative attitude and a willingness to work closely with cross-functional teams.
* **Adaptability to Identify What Best for the Client:** Ensuring our clients thrive in a fast-paced, ever-changing environment.
* Valid driver’s license, willingness to learn, and a desire to be part of a team culture

**What We Offer:**

* Competitive salary and generous commission structure.
* Opportunities for professional growth and development.
* A dynamic and innovative work environment.
* Flexible work arrangements.
* Exciting team-building activities and company events.

**How to Apply:**

Ready to join our team and make your mark in the tech services industry? Send your resume and a cover letter explaining why you're the perfect fit for this role to [wreynolds@rbcgroup.com.au](mailto:wreynolds@rbcgroup.com.au). Be sure to include "Account Manager” in the subject line.

At RBC Group, we believe that diversity and inclusion are essential to our success. We are an equal opportunity employer and welcome applicants from all backgrounds and experiences.

If you're ready to take on a rewarding challenge and be a part of a company that's shaping the future of tech services, apply today!

Your journey to a fulfilling career starts here.

[www.rbcgroup.com.au](http://www.rbcgroup.com.au)