

## Job Description

# F&PS Junior Account Manager- New Logo

### 1. Role Details

**Role Title:** F&PS Junior Account Manager - New Logo – Early Careers

**Job Location:** London, United Kingdom

**Function:** Sales, Marketing & Customer Relationship Management

**Sub-function:** Enterprise Sales

**Working pattern:** Full time, Monday to Friday, 09:00 – 17:00.

**Job Start Date:** 1<sup>st</sup> September 2025

**Salary:** TBC

### 2. Who we are

We're Colt, a global digital infrastructure company creating solutions that connect people, cities and businesses around the world. Our networking and connectivity products and services put the power of the digital universe in the hands of our customers. Learn more [here](#).

### 3. Early Careers at Colt

Looking to make your mark?

We empower our teams to change the world, for the better. We're passionate about our people and we believe that recruiting and developing the next generation of talent is key to our continued success.

At Colt, you'll get the opportunity to build a career with clear development opportunities in a global organization. Our graduates, apprentices and careers starters get the support and control they need to drive their professional development forward. From on-the-job training to formal learning and mentoring, you will be supported to make your mark at Colt.

**On our two year Early Careers Programme, you will get access to:**

On-the-job training where you will work in diverse teams from different cultures and countries. You'll be empowered to debate, discuss, listen and share your ideas - all in the pursuit of the best solutions for our customers and our business.

Formal learning and development where we'll help you grow your knowledge and skills through training from a wealth of experts and leaders.

Networking and mentoring from diverse thinkers and doers at all levels of our business. Hierarchy is no barrier here. We want you to put the global connections you make to good use, so we can work together and pioneer new solutions.

## 4. Function Description

At Colt, our customers are at the core of everything we do and we are always pushing ourselves to deliver the connectivity that matters most for them. Our sales teams drive our growth by identifying the right technology solution to our customers' needs. They are also the primary, long term contact for our customers; deepening our understanding of their business challenges and making sure Colt is who they chose to help solve them.

Graduates in Sales, will support experienced colleagues to manage our customer relationships. You will get exposure to the different teams in Colt that work together to deliver for our clients.

## 5. What you'll be trusted with:

### Role Purpose:

The F&PS New logo Junior Account Executive - New Logo is responsible for managing a portfolio of prospects and low-billing large enterprises within the Financial & Professional Services sector:

- Identify/qualify/close C1 billing & new prospects.
- Develop and nurture relationships to drive new business and increase total customer spend.
- Implement effective sales strategies for new sales and cross-sell opportunities of Colt services and solutions.
- Reengage dormant and low billing customers (no purchases in the past 12 months) to generate new business.
- Create and execute a comprehensive customer contact strategy for deep engagement through cross-functional support/innovative workshops etc
- Operate in a specific region/market with a proactive consultative sales approach.
- Collaborate effectively with cross-functional teams.

### Key Accountabilities:

- Drive new sales and cross-sell initiatives within the customer base and new logo prospects.
- Develop and implement a business strategy across accounts, leveraging data insights to prioritize activities.
- Build and maintain strong relationships by understanding customer business outcomes and aligning Colt's solutions to support those needs.
- Work with Customer Success counterparts to enhance overall customer relationships and drive revenue growth.
- Partner with marketing and GLG teams for prospect identification and lead generation.
- Achieve or exceed personal sales targets for Colt solutions and products.
- Lead and manage a virtual sales team, applying and coaching on account development plans.
- Ensure accurate forecasting and pipeline management while executing winning strategies for each opportunity.

## 6. What we're looking for:

- Education: Bachelor's degree or equivalent work experience.
- Highly ambitious, resilient, curious, and driven to achieve success.
- Open to working in a front-office, client-facing role.
- Comfortable presenting, consulting, and advising at C-suite and executive levels.

- Strong verbal and written communication skills, with the ability to build strategic relationships across all levels of an organization.
- Skilled in working directly with customers and negotiating both internally and externally on their behalf.
- Excellent analytical skills, capable of transforming data into actionable customer insights to enhance engagement strategies.
- Experience in collaborating with and guiding cross-functional teams (e.g., Sales, Product, Marketing, Service Delivery) is a plus.
- Solid technical aptitude with a deep understanding of technology and data networking, staying up-to-date with the latest trends in the tech sector.
- Confident decision-making abilities, grounded in sound business and financial principles.
- Proficiency in MS Office Suite.
- Language Requirements: Native/ Fluent in English;

## 7. Overall Benefits

In addition to offering competitive salaries and incentive plans, a range of benefits and local rewards packages are offered to staff. We also know that a work life balance is important, and our people say it's one of the great advantages of working at Colt.

Some benefit examples are:

- Flexible working and relaxed dress code
- Two days annually to spend on volunteering opportunities
- Private medical insurance
- Access to a virtual business school for on-going learning
- Business mentoring

## 8. What is it like working with us?

Supporting our people through change, encouraging positive employee experiences, and fostering connection and belonging through local groups, initiatives, and engaging events will play a key part in our collective success.

Inclusion is at the heart of our culture here at Colt. From day one, you'll be encouraged to be yourself as we believe that's what helps our people to thrive. We welcome people with diverse backgrounds and experiences, regardless of their gender identity or expression, sexual orientation, race, religion, disability, neurodiversity, age, marital status, pregnancy status or place of birth.

Please speak with a member of our recruitment team if you require adjustments to our recruitment process to support you.

### Our values

We live by our Colt values every day, whether we're launching new projects or solving problems together. Our values represent how we behave and are integral to our culture.

#### ***We know people matter***

Whether it's a customer, a partner or an employee, we build relationships based on trust, honesty, respect and integrity. We value diversity and strive to be more inclusive so everyone has the freedom to speak up, be heard and thrive.



***We always find a better way***

By staying one step ahead we empower our customers to succeed through the power of connectivity. We're swift to adapt and take responsibility for the promises we make.

***We win together***

We believe in the power of many and stand shoulder to shoulder with customers, partners and colleagues collaborating on ideas, sharing risks and recognition among all. When we make a decision we understand its impact, and rally behind the decision to make it a success.

***We can change the world***

We want to make the world a better place. Better connected, more sustainable, fairer for all. We use what we have - passion, technology and connectivity - to create good.