



Job Description

Junior Account Executive

1. Role Details

Role Title: Junior Account Executive – Early Careers

Job Location: London, United Kingdom

Function: Sales, Marketing & Customer Relationship Management

Sub-function: Strategic Alliances

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

Job Start Date: 1st 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:

- Responsible for managing business development activities that lead to expansion and growth of new business;
- Develop existing business, cultivate new relationships to uncover new opportunities, develop solutions and sell strategic Colt services;
- Active prospecting to identify new opportunities and expand the customer scope;
- Broaden and deepen existing customer relationships in order to gain strategic positioning as well as retain existing revenue and attain additional business;
- Build relationships and contact plans on all three levels of the customer organisation (operational, management and executive);
- Liaise with internal stakeholders in execution of the regional strategy, to drive profitable growth across accounts;
- Develops account management plans based on industry trending and customer analysis, which includes preparing executive profiles, and continuous study of assigned accounts, industry, business and trends;
- Digital Transformation Support: Enable customers to navigate their digital transformation journeys by implementing more efficient and productive engagement methods, driving business growth and innovation
- Use engagement skills to establish account strategy with key stakeholders (focus of power, focus of receptivity, and focus of dissatisfaction) in the specific account;
- Demonstrates knowledge of the company's entire product suite.
- **Digital Transformation Support:** Enable customers to navigate their digital transformation journeys by implementing more efficient and productive engagement methods, driving business growth and innovation.

6. What we're looking for:

- **Passion for Sales:** A genuine enthusiasm for building relationships and driving business growth through sales.
- **Leadership Potential:** A self-motivated individual who leads by example, takes initiative, and is driven to succeed.
- **Competitive Nature:** Thrives in a fast-paced, results-oriented environment and excels when faced with challenges.
- **Growth Mindset:** Demonstrates a strong desire to learn, adapt, and continuously improve through feedback and new experiences.
- **Resilience & Perseverance:** Able to maintain focus and motivation through setbacks, overcoming obstacles with a positive attitude.

- **Strong Communication & Analytical Skills:** Comfortable with numbers, clear in articulation, and able to convey ideas persuasively both verbally and in writing.
- **A Visionary:** Someone who is open-minded, able to see the potential and leverage in any given situation—whether good or bad—can effectively take proven best practices and execute them with their own unique style. This approach allows them to adapt and innovate, turning challenges into opportunities and fostering a culture of creativity and resilience.
- **A Skilled Storyteller to Empower Our Collective Identity:** Can effectively harness the power of storytelling to connect our past, present, and future. The ideal candidate will be a skilled storyteller who understands the historical context of our shared experiences and can convey how they shape our current and future endeavours. Through their storytelling abilities, they will empower a positive perception of our collective identity, foster a deeper connection to our shared heritage, and inspire future generations to build a brighter tomorrow.
- **Education:** Bachelor degree in one of the following areas: Business Administration; Marketing; Economics, Communications, Technology/Engineering.
- **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.