

Ideal

Are you ready to make an impact in a vibrant tech environment that values innovation, collaboration, and personal growth? Welcome to Ideal, where we don't just deliver IT solutions – we transform our customers' businesses. We're an independent, people-first company passionate about helping customers unlock value, speed up change, and minimise risks with cutting-edge solutions.

At Ideal, we empower our employees with constant growth opportunities. From technical certifications to soft skills and personal development goals, we support you in advancing your career. We believe in flexibility: work remotely, from our inspiring Brighton office, or combine the two to suit your lifestyle. We're committed to a culture of inclusivity and particularly encourage applications from underrepresented groups in tech.

Your Role: Junior Internal Account Manager

As a Junior Internal Account Manager, you'll be a key player in our dynamic Sales and Business Support teams. You'll work closely with Account Managers, Directors, and other teams to ensure our customers get the best service and value. This role is perfect if you're organised, proactive, and ready to learn – with plenty of room to grow!

Here's What You'll Be Doing

- **Sales Support & Administration:** Collaborate with Account Managers to prepare and issue quotes, process customer orders, manage deal registrations, and more.
- **Price Optimisation:** Work with distributors to secure the best pricing for our deals.
- **Order Management:** Keep the flow moving by ensuring orders are processed, purchase orders are placed promptly, and all order details are accurate and up to date.
- **Forecasting & Reporting:** Maintain forecasts, and report updates to the Renewals and Business Support Manager.
- **Cross-Team Communication:** Act as a bridge between Sales, Finance, and other teams, ensuring everyone has the information they need.
- **Continuous Improvement:** Help us keep refining and improving our systems and processes.
- **Learning & Development:** Participate in training to boost your technical skills and knowledge, with opportunities to achieve vendor certifications.

You'll be a Great Fit if You

- **Deliver Results:** Love hitting goals, whether it's closing deals, managing renewals, or getting the best prices.
- **Thrive on Collaboration:** Enjoy building relationships and working together with customers and colleagues alike.
- **Have a Competitive Edge:** Driven, resilient, and commercially savvy, with a knack for getting things done.
- **Are Organised & Proactive:** Able to manage your own work and deadlines with confidence.
- **Bring Product Knowledge:** Have, or are ready to learn, strong product knowledge to add value in every interaction.

Skills & Experience

- Strong interpersonal and relationship-building skills.
- Professional, approachable, and customer focused.
- Solid organisational and time management skills.
- Proficient in Excel, Word, and Outlook.
- Experience with Salesforce is a plus.

Benefits

- 25 days Annual Leave + Bank Holidays.
- Health Cash Plan, Annual Bonus Scheme, Opportunity & Colleague-Led Spot Bonus Schemes.
- Cycle2Work Scheme, Headspace Subscription, Perkbox Benefits Program, and more.
- Remote Work & Flexible Hours, Regular Social Events.
- Extensive training & development opportunities with paid study leave.
- Community focused groups such as our in-house Diversity, Inclusion & Belonging Team and Culture Club.

Join us at Ideal and help drive the future of IT in a fun, collaborative environment where you can make a real difference.

If you have a medical condition or an individual need for an adjustment to our process, and you believe this may affect your ability to be at your best- please let us know so we can talk about how we can best support you and make any adjustments that may be needed.

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