

KEY ACCOUNT MANAGER

JOB REF: 0711

Our client delivers innovative recycling solutions to any business in the waste processing industry on a global level. With year on year growth and with the drive and enthusiasm to build on this they wish to recruit a high-performing person as Key Account Manager.

Job Purpose

The Key Account Manager is expected to develop the company's sales to new key customers. You will be joining a successful business that prides itself in delivering high quality solutions with excellent customer service in a global market.

Responsibilities:

- Acquisition of new Key Account customers. This will require a consistent focus on lead nurturing, pipeline creation, opportunity management, forecasting and the ability to close sales.
- Identify, prospect and close new direct sales opportunities within the UK focusing on new Key Accounts.
- Develop and implement strategic plans for existing Key Accounts to retain and win new business.
- Nurture existing accounts, build strong relationships with our customers to grow repeat business and understand their future requirements through regular visits and communication.
- Create comprehensive proposals and share your findings with customers through meeting and presentations.
- Work closely with other internal departments including Territory Sales Managers.
- Manage all aspects of the administration process relating to orders.
- Proactive lead generation, conduct sales calls, webinars and sales visits relating to key account business in the UK and export markets.
- Attend events and exhibitions to promote the company and actively network.
- Pro-active contribution to team meetings.
- Work with the marketing team to promote the brand.
- Awareness of competitive landscape.
- Maintain accurate records within a CRM system and other reporting and scheduling platforms.
- Monitor and review enquiries to ensure all opportunities are followed up.
- Work with Key Account site managers to review site waste applications and waste management plans to ensure optimisation.

Person Specification

- Bachelor's Degree in Business or Engineering or the experience to substitute for formal education.
- Knowledge of the principles and practices involved in key account management, product marketing and sales.
- Experience in tendering processes.
- Strong interpersonal and communication skills to build relationships, prepare and deliver formal presentations and negotiate sales.
- Advanced written communication skills to prepare proposals and business correspondence.
- Well-developed problem-solving skills to develop sales strategies.
- Strong time management skills, the ability to multi-task and work unsupervised
- Demonstrate prospecting techniques, closing techniques and account management.
- UK and international travel will be necessary.
- The ideal candidate will have a strong track record of success in a similar role having worked in a similar position with a global manufacturing company.
- The ideal candidate would have experience of recycling or material processing capital equipment.
- Experience using a CRM such as Hubspot.

Contact Con Gallagher on 028 8676 0044 for a confidential chat or submit your CV via the link.

The Company reserves the right to vary criteria at the shortlisting stage.

Spectrum Employment Solutions is an equal opportunities employer and welcomes applicants from all backgrounds.

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