

# Key Account Manager - Midlands at Numatic International Ltd, Chard

## About the role:

**This role will cover the Midlands section of the UK, the role will be home based.**

Management of key accounts are business critical for Numatic International commercially within the UK, representing the largest and most complex highest growth potential customers.

The Key Account Manager will be accountable for the day to day performance of key accounts, delivering operational objectives, leading and supporting projects. Responsible for analysing buying trends, product and services to identify new revenue streams for new and existing customers through bespoke joint business and innovation plans. The post holder must be a subject matter expert in these areas and new product development to ensure maximum traction and sales of new products and services.

To be successful in this role you will be required to work strategically with an allocated portfolio of UK distribution partners to promote the sale of Numatic International products and services whilst exceeding budgeted revenue growth.

The Key Account Manager will create and develop long-term, trusting and mutually valuable relationships with Numatic International's customers to ensure delivery of UK commercial sales, you will understand, engage and influence key stakeholders within large and complex businesses and create and implement strategic business plans to drive short, medium and long-term growth.

## Main Responsibilities:

- Act as a specialist point of contact for own key UK distribution accounts ensuring excellence in customer service and budget delivery.
- Collaborate closely with colleagues in Numatic International's vertical sales channels to target sector specific opportunities through key account relationships.
- Build and maintain strong, sustainable client relationships at all levels within these complex businesses. Act as a trusted advisor for allocated clients.
- Conduct reviews at relevant intervals with clients to ensure understanding of changing business dynamics and motivators to align solutions for mutual growth and profitability.
- Use effective negotiation; review client agreements to maximise growth and profit. Be creative in agreeing bespoke growth plans in conjunction with the Head of Commercial Sales and Numatic International's Business Intelligence team.
- Prepare portfolio reports for middle and senior managers, giving Numatic International's management team full visibility of opportunities and / or threats.
- Use Numatic International's Business Intelligence system to interrogate data, isolate areas for improvement and growth, translating these into specific plans and actions.
- Work closely with Product Managers and the broader Marketing and Communications team and provide all key clients with the necessary information so that they have the confidence to invest and maximise commitment to Numatic International now and in the future.
- Negotiate and agree annual joint business plans with customers in advance of each new trading year. Review these plans with clients for compliance and influence where required.
- Be an expert in Numatic International products, introduce new products and services to clients. Agree best routes to market, their necessary sales activity and goals for revenue growth.
- Network widely within the cleaning sector to develop strong user demand. Use social media as a platform for connections whilst constantly developing own industry knowledge to ensure credibility with your stakeholders in the key account portfolio.

## About you:

- Demonstrable experience of successfully working in a sales environment.
- Sales or key account management experience, working in the field.
- Experience in interacting with internal and external customers, across disciplines and teams, delivering client-focused solutions to meet customer needs.
- Proven delivery of sales and growth budgets.
- Experience of dealing with complex customer issues and demands.
- Proven ability to deploy strategic account management principles.
- *Desirable*; Previous experience of MRP system; Oracle and CRM software
- *Desirable*; Knowledge of the commercial cleaning sector.

**Salary: IRO £38,000 (basic) OTE of £42,000 pa**

**Closing Date: 14<sup>th</sup> December 2020**

**How to apply:** Please send your CV and covering letter to [jobs@numatic.co.uk](mailto:jobs@numatic.co.uk)

