

Commercial Regional Account Manager (Scotland)

DEPARTMENT: Sales

ABOUT THE ROLE:

Numatic International delivers professional, practical, and reliable cleaning equipment, designed, engineered, and made right here in the UK. We are expanding our product ranges using innovative cutting-edge technology and are seeking a highly motivated and results-driven Regional Account Manager to join our dynamic team covering Scotland.

This role is a pivotal part of our growing commercial business strategy.

The Regional Account Manager will have day to day accountability for retaining and growing Numatic International business revenues from designated UK commercial cleaning distribution partners, whilst also supporting vertical sector strategy and growth as well as some targeted commercial end users.

RESPONSIBILITIES:

- Act as the key point of contact for own UK distribution accounts ensuring excellence in customer service and budget delivery. Whilst building and maintaining strong, sustainable client relationships.
- Work with regional facilities management and/or contract cleaners to support penetration of Numatic International equipment through existing distributor route to market or direct if not available through current distributor.
- Work closely and collaborate with colleagues in Numatic International's vertical sales channels to target sector specific opportunities through key account relationships, developing growth in these areas.
- Conduct reviews at relevant intervals with clients to ensure understanding of changing business dynamics and motivators to align solutions for mutual growth and profitability.
- Prepare portfolio reports for middle and senior managers, giving Numatic International management full visibility of opportunities and / or threats.
- 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.

ABOUT YOU:

- Dynamic results driven individual.
- Experience with dealing within the Commercial floorcare sector selling into distribution & FM channels would be beneficial.
- A winning can-do attitude – Someone who strives for success but is also quick to learn and adapt to customer & business needs.
- Experienced in using CRM systems.
- Experience in fast paced commercial environments.
- Ideally living in the Glasgow / Edinburgh area.
- Able to work on own initiative and seek out new opportunities on area.

WHAT WE OFFER:

- Competitive salary .
- Achievable personal & business based annual bonus.
- Company vehicle or car allowance .
- Employee assistance programme.
- Opportunities for career advancement and professional development

SALARY: £45,000 OTE

How to apply: Please send your CV and Covering Letter to jobs@numatic.co.uk