

Territory Account Executive at Numatic International Ltd, Chard

Numatic International's continued long-term success will be dependent on the talent and loyalty of the people we employ; how we attract and retain them, keep them motivated and engaged and provide them opportunities to develop within the organisation – effectively managing their performance to meet the changing demands of the business.

The Regional Account Management Team is responsible for retaining and growing Numatic International business revenues from Regional UK Commercial Cleaning Distribution Partners (portfolio of approx. 30 accounts). You will be required to work strategically with an allocated portfolio of UK distribution partners to promote the sale of Numatic products and services and deliver/exceed budgeted revenue growth monthly/quarterly and annually.

The role will create and develop long-term, trusting and mutually valuable relationships with Numatic's customers to ensure delivery of the UK Commercial Sales and Profit Budgets. You will also be responsible for analysing buying trends and product/services mix to identify new revenue streams with their clients through bespoke Joint Business and Innovation plans. The introduction and sales of New Product Developments (NPD) is critical to delivering growth and increasing wallet share for Numatic.

Although Numatic are based in Chard, Somerset we are looking for someone to cover the **Midlands** area of the UK

About the role:

- Act as ambassador for Numatic UK, representing our core values
- Be the primary point of contact for your Regional UK Distribution Accounts ensuring service excellence and budget delivery
- Build and maintain strong, long-lasting client relationships – be a trusted advisor and “go to person” for allocated clients
- Conduct monthly (minimum) reviews with all clients to ensure you fully understand their changing business dynamics and motivators to align our solutions for mutual growth and profitability. You will be required to conduct 8-15 face-to-face customer meetings per week.
- Negotiate client agreements to maximise growth and profit
- Prepare reports on your portfolio to give Numatic management full visibility of opportunities/threats. Be expert in the use of Numatic's BI System to interrogate data, isolate areas for improvement/growth and translate these into specific plans and actions.
- Forecast and track Key Account Metrics and communicate to all Internal Stakeholders
- Capture all customer contacts/notes/actions in the company's CRM system
- Engage with Product Marketing Managers and the broader Numatic Media Team to ensure all key clients have the necessary and appropriate sales collateral to drive onward sales of our solutions
- Negotiate and agree annual Joint Business Plans with all portfolio customers in advance of each new trading year. Review these plans monthly with the clients for compliance and address where required.
- Introduce new products/services to clients. Agree best routes to market, their necessary sales activity and goals for revenue growth
- Work under your own initiative and own your portfolio/budgets
- Activate company promotional plans effectively and in a timely manner ensuring customers are executing correctly including digital deployment
- Understand barriers to achieving higher market share of customers business i.e. what do we need to do to outmanoeuvre our competition?
- Demonstrate role-model behaviour in line with Numatic International's Values
- Take ownership of all customer issues and ensure positive conclusions which are in line with Numatic commercial strategies and goals in a timely manner with full visibility and communication
- Always ensure the highest standards of personal presentation and appearance
- “Go the extra mile” to deliver the highest levels of client satisfaction and retain loyalty

About the role:

- Minimum “O” level, GCSE grade C+ or level 5 in Maths and English
- Remote Sales/Account Management experience (field based)
- Proven delivery of Sales/Growth budgets
- Knowledge of the Commercial Cleaning Sector an advantage
- Experience of dealing with complex customer service issues and demands
- Proven success in field-based sales/account management roles
- Demonstrable ability to communicate, present and influence at all levels of an organisation – including executive and C-Suite
- Solid experience with CRM software
- Experience in delivering client-focused solutions to meet customer needs
- Strong verbal and written communication skills
- Excellent listening, influencing, negotiating and presentation abilities
- Strong prioritisation skills with the ability to manage competing and conflicting demands
- Ability to work under pressure and be results driven
- Strong IT skills to include Word, Outlook, Excel and PowerPoint
- Willingness and ability to respond and thrive in a fast-paced environment where change is inherent
- Entrepreneurial and self-starter who embraces and owns their Personal Development
- Team player who values collaboration and supports colleagues

Salary: IRO £29,000 per annum, realistic OTE £32,000

How to apply: Please send your CV and covering letter to jobs@numatic.co.uk

