

Vertical Manager

DEPARTMENT: Sales

ABOUT THE ROLE:

The Verticals Manager will be accountable for the day-to-day performance of vertical accounts, delivering operational objectives, leading and supporting projects. Responsible for retaining and growing Numatic International business revenues from the end user and FM Market, analysing buying trends, product, and services to identify new revenue streams for new and existing customers through bespoke joint business and innovation plans. The Verticals Manager will be a subject matter expert in these areas and new product development to ensure maximum traction and sales of new products and services.

The Verticals Manager is required to work strategically with an allocated portfolio of end-users and FMs, source and onboard new customers to promote the sale of Numatic International products and services whilst exceeding budgeted revenue growth.

RESPONSIBILITIES:

- Act as a specialist point of contact for own vertical accounts (Tier 1 & 2) ensuring excellence in customer service and budget delivery.
- Develop initiatives and strategies to target new business development opportunities either direct with the end-user or via FM's, to drive incremental growth.
- Collaborate closely with colleagues in Numatic International's UK sales channels to target sector specific opportunities through key account relationships.
- Build and maintain strong, sustainable customer relationships at all levels within these complex businesses. Act as a trusted advisor for allocated vertical customers.
- Conduct reviews at relevant intervals with customer to ensure understanding of changing business dynamics and motivators to align solutions for mutual growth and profitability.
- Use effective negotiation; review customer agreements to maximise growth and profit. Be creative in agreeing bespoke growth plans in conjunction with the Head of Verticals 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 vertical customers with the necessary information so that they have the confidence to invest and maximise commitment to Numatic International now and in the future.
- Work with initiative; use knowledge of portfolio and budgets to increase customer contact, growing revenue.

ABOUT YOU:

- Demonstrable experience of successfully working in a sales environment in both managing an existing portfolio whilst also driving & developing new business opportunities.
- Sales or key account management experience, working in the field.
- Experience of providing feedback to middle and senior management.
- Experience in interacting with internal and external customers, across disciplines and teams, delivering client-focused solutions to meet customer needs.
- Demonstrable experience of showing ability to follow verbal and written instructions, read and comprehend written materials.
- Proven delivery of sales and growth budgets.
- Experience of dealing with complex customer issues and demands.
- Proven ability to deploy strategic account management principles.

Closing Date: 22/03/2024

SALARY: £44K - £58K pa

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