



Key Accounts Manager

Reporting to: Sales Director

Location: Home based with extensive travel throughout the UK and Ireland

Job Summary

Responsible for maintaining and developing successful long terms relationships with the company's key accounts whilst maximizing all sale, product and marketing opportunities.

Main Responsibilities of the Job

Strategic:

Set out and manage sales and product development strategies with the clients.

Maximize revenue for each client in line with the overall SAM sales strategy.

Development, communication and management of clear and concise company sales strategies in line with company vision.

Ensure a competitive service and product package is created & maintained.

Ensure Sales Team have the right tools, processes, people and technology to support delivery of the business goals for any key account strategies through the regions.

Research and develop new market and product opportunities in line with the Strategic Priorities.

Creating and maintaining ethos of total customer satisfaction.

Operational:

Act as key interface between the clients and all relevant personnel and divisions within the SAM Group namely SAM, HiSpec and Select.

Provide full and detailed performance data to client's category management in conjunction with regular review meetings both on national and regional basis.

Ensure delivery of agreed sales objectives per client - turnover, gross and net profit targets.

Tackle problems before they become crises and resolve them efficiently and effectively – make timely tough decisions.

Champions appropriate process governance to ensure quality of customer service and product package.

Monitoring, assessment and due reaction to competitors' sales activities and utilising ideas where appropriate.

Performance:

Ensure effective communication of all relevant information and sales data up, down and across the organization where relevant.

Establishing and maintaining effective sales and product training programs where required.

Motivate and align activities of key accounts Regional Sales Offices and National Sales Teams to help achieve agreed sales and product development plans.

External:

Serving as a principal company representative at key account conferences and events involving speaking about the companies' products and services.

Management of an effective two-way communication process between SAM and the key account base.

Management of the SAM brand throughout all market sectors linked to the key accounts operating sector. Oversee all marketing activities and design / development of all sales literature both dual and own branded.

All other duties (e.g. travel and corporate entertainment) as may be reasonably required commensurate with the jobholder's level in the Company.

Key Terms & Conditions

Contract Type	Full Time, Permanent Contract. 6 months probationary period applies.
Hours of work	42.5 Hours per week inclusive of break times. Mon – Fri 8.30am – 5pm Flexibility to work the hours required to fulfil their duties
Salary range	To be discussed with successful applicant Payment is made monthly by BACS transfer
Pension	3% employer contribution on all basic hours worked 3% employee contribution is mandatory for employer contribution
Holiday Entitlement	5.8 weeks (29 days) inclusive of all statutory holidays and factory closures. Loyalty days accrued for length of service
Bonus Scheme	“Profit share” and “Customer Satisfaction” bonuses apply. Non-contractual and both are annual bonus payments.
Benefits	Life assurance package (Terms and conditions apply). Company Car Company mobile phone Company laptop Private Money back healthcare package (Non-contractual and fully funded by the company)