



record UK vacancy

Job title	Key Accounts Manager (12 month fixed term contract)
Company Info	<p>record uk is the UK subsidiary of the agta-record Group who are one of the Global market leaders in automated pedestrian door systems. The Group manufactures and distributes door systems to over 40 countries worldwide.</p> <p>We design, manufacture, supply, install and service the UK's most comprehensive range of automated door systems and aluminium shop-fronts in our production facility outside Glasgow to a wide range of organisations and Customers throughout the UK, including many Blue Chip end-users, Main Contractors, Developers and specialist Façade & Fabricator providers.</p> <p>Through acquisition and organic growth, we are proud to have become the UK market leader, with ambition to grow substantially from our current position.</p> <p>We are now looking to recruit a Key Account Manager on a 12-month temporary contract based from our office in Walsall.</p>
Job description	<p>This is an excellent opportunity for a sales focused person to join our Key Accounts team, reporting directly to our Estimating Manager.</p> <p>You will be responsible for managing the relationship with a number of our Key Account customers. You will act as a single point of contact for escalations and reporting and focus on growing sales by identifying and following through on new business opportunities.</p> <p>The role is office based, but with regular travel to proactively meet Key Account customers on a frequent basis.</p> <p>The right candidate will have a high level of EQ, strong conceptual and relationship building skills and be self-motivated. They will have a track record of building trusted advisor relationships, identifying new sales opportunities and delivering business growth with large customers.</p> <p>The main requirements of the role are:</p> <ul style="list-style-type: none"> • Strong customer centric approach and mindset • Capability to conduct detailed commercial analysis and present business plans • Strong organizational insight to understand who is important and what is important to them • Skilled in building a deep understanding of a customer's business and developing strong, long-term trusted advisor relationships • Ability to define and describe value for both the customer and the organization • Creative in shaping integrated solutions that deliver joint value • Good team player capable of aligning the internal organisation around a common vision for the customer • Experienced in truly understanding what customers value and credibly articulating value propositions



	<ul style="list-style-type: none"> • Proven ability to deliver profitable growth by increasing customer spend and improve margin • Skilled in mapping and understanding the customer buying journey • Ability to strategically map customers to focus on biggest white space opportunities • Ability to act as single point of contact for reporting and escalations • Understanding of the modern buying process, with the complexity of stake-holders • Ability to develop and deliver strategic account management plans • Capable of leading and coordinating responses to tenders • Effectively manage the relationship with the customer and work with them to understand areas of opportunity to increase revenue and enhance client experience. Identify and implement improvements where needed. • Capable of leading large customer programs to ensure quality and on-time delivery • Ability to accurately forecast orders on a weekly and monthly basis • Whilst the position is office based, there will be frequent need to travel to customer meetings therefore flexibility to travel is essential
Essential criteria	<ul style="list-style-type: none"> • A proven, successful track record in Key Account management with a minimum of 5 years' experience in a similar role • Ability to quickly understand the Company's product range and value proposition • Ability to work effectively as part of close-knit team as well as remotely • High energy and strong self-motivation • Outstanding EQ and Interpersonal skills • Advanced skills in Microsoft office • Strong oral and written communication skills • Willingness to travel to customer meetings as and when required • Full driving license
Closing Date:	Monday 30 th September 2019