



Record UK vacancy

Job title	Key Accounts Manager
Company Info	<p>record uk is the UK subsidiary of agta-record, which is a business within the Assa Abloy Group. Assa Abloy is the worldwide market leader in door opening solutions. At record uk, we design, manufacture, supply, install and service automatic swinging, sliding and revolving pedestrian doors throughout the UK. We are proud to be the UK market leader and we strive to be the very best in our industry. Our production facility and head office is located just outside Glasgow and from here we support a wide variety of customers including many Blue Chip end-users, Main Contractors, Developers and specialist door companies.</p> <p>We have the ambition to grow substantially from our current position and to help drive this growth, we would like to expand our Key Accounts Team through the recruitment of a highly motivated candidate to join the team in our head office in Hamilton.</p>
Job description	<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 and delivering business growth with large customers.</p> <p>The main requirements of the role are:</p> <ul style="list-style-type: none"> • Manage the relationship with the customer through monitoring and maintaining our Key Performance Indicators by identifying and implementing improvements, where needed • Strong customer centric approach and mindset • Ability to act as single point of contact for reporting and escalations • 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 • 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 • Proven ability to deliver profitable growth by increasing customer spend and improve margin • Skilled in mapping and understanding the customer journey in order to enhance the customer experience • Understanding of the individual customer buying processes, with the complexity of stake-holders • Ability to develop and deliver strategic account management plans



	<ul style="list-style-type: none"> • Capable of leading and coordinating responses to tenders • Capable of coordinating large customer programs to ensure quality and on-time delivery • Ability to 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 3 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 • Excellent interpersonal skills • Advanced skills in Microsoft office • Strong oral and written communication skills • Full driving license
Additional Information	<ul style="list-style-type: none"> • Hours: 40 hours per week. • Holidays: 33 days holidays • Salary: Negotiable – dependent on experience. • Location: record UK, Blantyre <p>To apply send your CV and covering letter to recruitment@recorduk.co.uk with the subject heading 'Key Accounts Manager'</p>
Closing Date	Open