

Key Account Manager

Job Type: **Permanent**
Salary: **c£35k + bonus**
Duration: **Full time**

Location: **Yorkshire**
Start Date: **ASAP**
Ref: **UP045**



Celebrate Success in Sales !

Our client is the market leader in the design, production & installation of creative & innovative displays in major shopping centres across the UK and they are now looking to bring a Key Account Manager in to join the sales team. They are about to embark on an exciting journey, integrating and changing the culture within their organisation. The new business strategy will focus on diversification and growth in new and exciting markets. They are experts at design, creativity and innovation within the retail market. This is a great opportunity for the right person to showcase all their skills, talents, creativity and potential.

You will manage a portfolio of clients, dealing with all aspects of the client project, developing timetables, setting deadlines, handling the design interface, costings, purchasing, production and logistics. You will identify and target appropriate sales opportunities, actively seeking to increase the design services offered to clients. You will plan and prioritise your sales activities and customer contact to ensure you achieve the agreed business KPI's, including growth and revenue. You will produce status reports for each client, managing individual requirements ensuring each client receives a bespoke service. You will be expected to identify issues and propose solutions to your internal colleagues before the issues reach your client.

You will have at least 3 years experience in a client facing sales role ideally from a design led industry where you have been involved in both account management and new business development. We will be looking for proven track record in a similar type of role. You must have experience of presenting to clients at a senior management level as well as project management skills, coping with conflicting demands and priority of workload. You must be able to work on your own initiative as well as being part of a team. This is a fantastic opportunity to join a growing and dynamic business.

Ideal skills & qualities for this Key Account Manager role are:

- Decisive & Assertive
- Persuasive
- Natural Presenter
- Relationship Builder
- Detail Focused
- Organised
- Project Manager
- Hunter

If you would like to apply for this role, please send us your fully detailed application, quoting job ref. UP045 including your current remuneration package by email to applications@untappedpotentialltd.co.uk. Closing date for applications is 18th November 2011. **We have a job selection day planned for 30th November 2011 so please keep this date clear as we know you will enjoy our day & you will experience a two way process!**

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