

Account Manager (Car Finance Broker)

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Company: Impression Recruitment

Location: United Kingdom

Category: other-general

A fantastic opportunity has now arisen to work with a well-regarded and prestige brand based in Knaresborough. Our client is currently seeking an **Account Manager** to join their existing and expanding team due to consistent growth within the business. The role offers someone great scope and potential earnings, whilst also offering the opportunity work with an established portfolio of clients in a lucrative industry. We're looking for motivated and professional individuals who also possess bags of natural energy to build and nurture relationships, whilst simultaneously driving sales of company products.

As the successful Account Manager responsibilities will include:

Building your client list through both existing and new enquiries

Display effective account management

Build a strong relationship with clients to support all their requirements

Working to a structured sales process with individual KPIs, you will use your natural sales skills to consistently deliver the best value to the clients

Offering a 5-star experience to drive customer retention and referral opportunities

Pro-actively seeking all sales opportunities and achieving monthly sales targets

Working within a tight knit and results driven team

Skills / qualities:

A minimum of two years' experience working within the automotive industry

A desire to succeed and surpass expectations

Proven experience building rapport with clients to best suit their needs

Demonstrating proficiency in the sales processes

Communicating confidently with clients both written and verbal

As the **Account Manager** you will enjoy an extremely realistic **£25,000 – £50,000** depending on your success, plus a rewarding profit share scheme. In addition, you will also be eligible to a company pension scheme, 32 days annual leave including bank holidays which increases with length of service, Perkbox benefits and regular social events.

If this sounds like the role for you, we would love to hear from you!

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