

Account Manager

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Company: Crowcon Detection Instruments Ltd.

Location: England

Category: other-general

Area Account Manager (Southern Region of the UK) Crowcon Detection Instruments Ltd. is looking to recruit a HVAC Area Account Manager. Reporting to the HVAC Sales Manager, this exciting role involves managing, growing and nurturing new and existing territory accounts by having ownership and being accountable for driving new business opportunities to achieve growth targets.

Company: Crowcon Detection Instruments Ltd, 172 Brook Drive, Milton Park, Abingdon, Oxfordshire

About Us We have been designing and manufacturing life-saving products for 50 years, protecting people from toxic and flammable gases. Crowcon Detection Instruments Ltd. is a wholly owned subsidiary of Halma plc. Halma's (www.halma.com) purpose is growing a safer, cleaner, healthier future for everyone, every day. Halma is a market leader in specialist safety, health, and environmental technologies, a global group of businesses developing solutions that push the boundaries of science and technology. Headquartered in the UK, Halma is one of the top performing businesses in the FTSE 100 index with many years of record revenues and profits. The group has nearly 50 businesses operating through three sectors (Medical, Environmental & Analysis and Safety) in more than 20 countries and major operations in Europe, North and South America and Asia, supplying customers in 160 countries and employing more than 8,500 people worldwide.

Crowcon's purpose is: To create sensing solutions designed to save lives every day. Crowcon's values are: Do the right thing. Collaborate and support each other. Always do your best. Try new things. Be yourself. What will you be doing? As a member of the Sales Team, you will play an active role in developing a strong deliverable pipeline. This is a field-based role where you will work closely with the HVAC Sales Manager and the

HVAC Product Manager. Main Responsibilities: Implement a business plan for the regional territory, linked to corporate sales strategies and convert this into profitable business performance. Manage a portfolio of existing customers and training centres to achieve sales targets in the region. Pro-actively seek new opportunities to maximise sales growth. Monitor the HVAC sales activity and ensure actions are taken to address and rectify any gaps between agreed and actual performance. Monitor customer feedback closely to ensure we deliver the best products and services. Effectively use questions and actively listen to understand the customers' requirements. Work to achieve agreed KPI's, sales and growth targets. Learn and understand the Anton by Crowcon product range to promote new products, up-sell, and cross sell. Effectively use the company's Customer Relationship Management (CRM) system – to record sales development activities. Produce Customer Account plans and ensure Distributor Contracts are in place. Operate within set guidelines and procedures relating to all aspects of customer service, pricing, and lead times. Maximise order book fulfilment by liaising with supply chain, manufacturing, and customer service. Develop effective working relationships with team members and the wider Crowcon business. Have empathy for a customer's problem and think outside the box to offer achievable solutions. Support relevant National Accounts, exhibitions, trade shows and breakfast mornings. Ad-hoc administrative tasks as required. Your skills & experience Communicate concisely and effectively, both verbally and in writing. Hungry for the next sale and thrive in a targeted, performance measured culture. Absorb training and instructions in order to work independently. Good communication skills over the Telephone, Teams and in Person. A creative and proactive problem solver. Be computer literate (Microsoft Outlook, Word, and Excel). Highly self-motivated and reliable - willingness to go the extra mile. Enthusiastic attitude, professional manner, and quick learner. Working to deadlines and targets. Able to handle customer complaints professionally to achieve amicable resolution. Work well within a team, willing to adapt to new challenges and changes and help colleagues when required. Able to effectively build client relationships. A clean UK driving license. About you You inspire with your passion and values. You are culturally sensitive. You are a collaborative team player. You are straightforward and have no interest in politics. You are curious and disrupt the status quo. Location & Remuneration The company head office is based just south of Oxford in Didcot. There is an attractive salary plus an exceptional commission scheme & benefit package. This role is responsible for covering the southern region of the UK, therefore candidates location will be taken into account during selection

process. Company benefits: Lucrative Commission Scheme Company Car Generous company pension (up to 10.5% matched) Company shares Health cashplan (Medicash) Eyecare scheme (with Specsavers) Corporate life insurance 25 days holiday Your birthday off 3 days holiday purchase 14 weeks paid maternity, paternity, adoption leave Employee assistance programme Learning and development opportunities Free parking Free to use charge points for Electric Vehicles

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