

Account Manager – Home Textiles

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Company: Danielle Ward Recruitment

Location: United Kingdom

Category: other-general

Sales / Account Management

Account Manager – Home Textiles

Position: Account Manager - Home Textiles

Location: North West

Salary: Depending on experience

Job Reference No: S002

Recruiting Consultant: Sarah

Details

Account Manager Overview

An amazing opportunity has come available for an Account Manager to work for this home textiles manufacturer, managing one of their largest customers.

Account Manager Responsibilities

Arrange and lead category meetings with the customer to ensure their requirements and desires and delivered

Support the design and buying teams by providing them with relevant data and product knowledge

Negotiate prices to arrive at the agreed margin

Competitor analysis and benchmarking

Drive the pre-production process from concept through to delivery to store

Completing all product documentation on time and in accurate detail

Presenting information to the stakeholders when necessary

Account Manager Skills and Experience

Experience within supply chain and progressing to Account Manager level

Ideally having worked with high street / supermarket key accounts

Must have an understanding of Far East manufacturing, including costs, moqs and lead times

Ability to create and drive a critical path

Confident with costings

Account Manager Additional Information

This is a hybrid working opportunity with additional benefits.

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