

# United Kingdom Jobs Expertini®

## Account Manager

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Company: Exertis

Location: United Kingdom

Category: other-general

Are you a driven and proactive Account Manager with a proven track record in retaining and acquiring new business? If so, we have an exciting opportunity to join our high-performing network sales team. The successful applicant will work as part of the network operator channel working with consignment and non-consignment business with a special focus on acquisitions and retention. This is a fantastic opportunity to grow and develop in a diverse role within an up-and-coming channel of technology distribution.

### Your Day-to-Day as an Account Manager

- Build relationships with key stakeholders within the existing customer estate.
- Maintain regular contact to introduce new manufacturers, products, services, and technologies to achieve sales growth.
- Encourage new business through customers and brands.
- Identify accounts with significant opportunity, engaging additional support/expertise and arranging visits for the BDM/Sales Manager.
- Visit with customers and brands face to face.
- Profile potential leads to establish opportunities for new business.
- Use market intelligence and historical data to plan and target your accounts effectively.
- Collaborate with vendors and business units, encouraging synergy with Commercial, Customer Service and Credit Control.
- Complete administrative tasks such as responding to emails and meeting actions etc.
- Maintain an optimum level of stock to support the customer's demand.

- Interrogate customer stock and sales data to identify challenges.
- Demonstrate a strong awareness of and commitment to Ethics and Compliance and the DCC Group Code of Conduct.

### **Role Requirements**

- Account Management/Sales background.
- Experience dealing with Retail customers.
- Experience of using Excel and PowerPoint competently.
- Able to work effectively in a pressured environment and achieve deadlines.
- Ability to gain trust, build relationships and negotiate effectively.

### **What's in it for you?**

It's important to us that our people love what they do and in turn, we put together a benefits package that rewards a job well done. We'll give you:

- 25 days holiday from start increasing to 27 days with length of service, plus an extra day off for you birthday and the option to buy extra holidays.
- Volunteering/charity day off.
- Cycle to work scheme.
- Discounts on day-to-day shopping, technology products and the ability to claim back money on a range of health services such as dental appointments, opticians, physio etc through Healthshield.
- Career growth and development opportunities.
- Income protection scheme (including access to a wellness early intervention scheme).
- The chance to get involved in various Employee Resource Groups including Women's, LGBTQIA+, Enable and Ethnicity.
- Fantastic internal recognition and rewards as well as loyalty awards at key service milestones.
- Free advice from our employee helpline including legal advice, counselling, financial advice etc.
- Generous Maternity, Shared Parental, Paternity, and Adoption pay.

We value diversity and inclusion and champion a culture where everyone feels valued, included, and celebrated. We're open to conversations about flexible working. If it's right for our customers, our business, and you then we'll do what we can to support it.

**Cross References and Citations:**

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