

United Kingdom Jobs Expertini®

Account Manager

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Company: InComm Payments

Location: United Kingdom

Category: business-and-financial-operations

Reporting to the Commercial Development Director, the Senior Account Manager - B2B Gift Cards, will be responsible for the overall management of the B2B Gift Card Programme for one of the UK's leading Grocers. You will also manage the overall performance of our product offerings with the leader Grocer, including P&L and ensuring that targets set for sales, margin, customer retention and new product launches are successfully achieved. Our ideal candidate will have experience building strong, high-level relationships, both internally (InComm and within the Grocers team) and externally with Customers Distribution Partners and B2B agencies. We are also looking for top talent who has experience identifying and delivering new supply and distribution opportunities, building commercially focused proposals, delivering pitch presentations to high level executives, managing RFP/RFI submissions. This is a fully remote position located within the U.K.

Responsibilities:

- Dedicated Point of contact for the B2B Gift Card Programme for both internal and external communication
- Proactively drive the growth of existing customers through best in class category management, promotional planning and formal account management
- Managing and reviewing the account P&L's and developing plans to improve profitability in order to achieve agreed targets
- Create and execute a 3 year growth plan for the B2B Gift Card Programme.
- Identify, target and proactively support the Sales Manager – B2B Gift Cards with securing potential new customers in existing and new distribution verticals, and build a robust new business pipeline to achieve new business revenue, margins and distribution targets
- Create RFP/RFI submissions for new business opportunities and delivery proposals to external contacts at all levels
- Build Commercial models for all proposed deals, interacting

with Commercial Development Director and head of international Finance as and when required
Interaction with all key international resource functions to manage projects through from end to end and ensure projects/launches are delivered on the agreed time-lines
Produce and Manage the communication of the weekly/Monthly/Quarterly reporting cycle
Create annual marketing plans to support the business objectives in conjunction with the Marketing manager create annual marketing plans to support the business objectives and provide thorough post activity evaluation reports
Constantly strive to improve process and efficiencies in conjunction with your line management including implementation of new technologies to support the role/department
Qualifications: 5 Years' Proven experience in the management of retail Gift Card Programmes
Commercially astute and strategic thinker
Experience in People Management
Self-motivated team player
Ability to build relationships with Partners, Customers and Colleagues to achieve the Business Goals
Ability to communicate and negotiate at all levels
Ability to present internally and externally with impact
Ability to Multitask and prioritise tasks in line with set goals and deadlines
Highly proficient with Microsoft products
Excellent presentation and commercial modelling skills
Highly organized with acute attention to detail, exceptional business skills and ability to manage several projects & tasks simultaneously
Proven track record of assessing, implementing & refining account plans
Willingness to take ownership and ability to drive projects from end to end
Ability to work equally well independently or part of a team
Ability to travel in the UK as and when required

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