

# United Kingdom Jobs Expertini®

## Account Manager

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Company: Sensata Technologies

Location: United Kingdom

Category: other-general

Our industry is experiencing exciting technology shifts driven by global megatrends in electrification, connectivity, and autonomy that is creating significant growth opportunities with our customers. Our market leading position enables Sensata to capitalize on this growth as we continue to invest in these new technologies.

We are looking for a proven high-performing sales team member to drive growth in these areas. Success is achieved through understanding customer's business strategies, applications and needs - and translating these into opportunities for Sensata to participate.

As an Account Manager you will be responsible for achieving significant long-term sales growth and customer satisfaction along with managing the overall customer relationship with the assigned accounts.

### General Responsibilities

- Organizes the direct sales process and achieving sales targets
- Key participant in visits to current and potential clients
- Collaborates with performing routine account management activities
- Submits short and long-range sales plans and prepares sales strategies utilizing available marketing programs to reach nominated targets
- Ensures that clients receive high quality customer service

### Experience / Qualifications

- A university degree required (i.e. Bachelors degree) or equivalent relevant work experience
- Must be a team player able to work in a fast-paced environment with demonstrated ability to handle multiple competing tasks and demands
- Strong communication skills; oral, written and presentation
- Strong organization, planning and time management skills to achieve results
- Strong personal and professional ethical values and integrity
- Holds self-accountable to achieving goals and standards
- Proficient in Microsoft Office programs (Outlook, Word, PowerPoint, and Excel)
- Strong interpersonal & collaboration skills to work effectively with all levels of the organization including suppliers and/or external customers

### **Specific Responsibilities**

Act as the primary contact for customer purchasing team.

Responsible for all business development and sales at assigned accounts and achieving significant sales and profit growth to meet or exceed goals set by the Sales Manager while achieving superior supplier ratings.

Screen the market, understand the trend and articulate clear key success factors

Strong networker. Builds strong relationships with key customer stakeholders and decision makers.

To co-ordinate involvement of other team members as needed.

Ensures company performance on key customer metrics and overall customer satisfaction

Operates as the point of contact for assigned customers and coordinate with Marketing, Project, Engineering to ensure consistent service and communication to clients

Self-starter with cold calling attitude & drive to hunt business. Highly resilient personality

Solid negotiations skills as well as ability to influence and conquer

### **Specific Experience**

Strong track record in an Account Management and/or Business Development role within a technical environment.

Able to demonstrate proven success in driving growth

Experience of dealing with Automotive OEM customers and Tier suppliers would be a distinct advantage.

## Smarter Together

Collaborating at Sensata means working with some of the world's most talented people in an **enriching environment** that is constantly pushing towards the next best thing

Employees work across functions, countries and cultures gaining **new perspectives** through mutual respect and open communication

As OneSensata, we are working together to make things work together

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