

United Kingdom Jobs Expertini®

Area Account Manager

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Company: The Boutique Recruiter Ltd

Location: Croydon

Category: sales-and-related

Area Account Manager - £40k + OTE £60k (uncapped) + Company Car + share buy in scheme! (Croyden / Brighton / Guildford etc)

Do you want to join a rapidly expanding, award-winning PLC company that offers amazing benefits?

This brand-new opportunity offers competitive salary of up to £40k basic + OTE £60k (uncapped), Company Car / allowance, 25 days holiday, pension to 5%, share buy in scheme, retail discounts, Laptop, Phone, 1 day volunteering paid for (per year) + much more!

We are looking for an ambitious, motivated Area Account Manager / Business Development Manager who gets a real buzz from growing large existing client accounts (40%) & targeting & converting new clients (60%)

You will join one of the UK's largest independent wholesalers covering the Hospitality, Catering, Leisure, Education and Contract cleaning sectors. You will be appointed your own dedicated Internal Account Manager to help manage your famous & luxurious clientele in & around London.

Responsibilities of the Area Account Manager:

- * Confident, reliable successful Account Manager with the ability to demonstrate a solid, well thought out and clear sales process.

- * Excellent customer relationships with evidence of growing and retaining an existing client base.

- * Hunter mentality with a proven track record of driving and delivering New Business.

- * Driven to hit Monthly and Annual targets.

- * Be across new products brought to market and be confident in selling the Features and Benefits to existing and new client base.

- * A methodical planner, be on top of quotations, pipeline with evidence of closing regular business.

Skills & Characteristics of the Area Account Manager:

- * Proven experience in a field sales role, experience in similar field is advantageous.

- * High experience at driving revenues across New and Existing business.

- * Highly collaborative across multi-functions.

- * Excellent negotiator.

What's in it for you?

- * Competitive salary up to £40k + OTE £60k (uncapped)

- * Mon- Friday 8:00am – 5:30pm

* Company Car (or allowance) /Laptop/Phone

* 5% Share buy in scheme

* 1 day volunteering per year (paid)

* Free Parking

* 25 days holiday+ Bank Holidays

* Pension Auto-enrolment after probation

* Friendly working environment

* Staff Xmas Party

* Regular Social Event

* Products available at cost

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