

## FHCS National Account Manager End Users

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Company: Freudenberg

Location: United Kingdom

Category: other-general

### **Empowering people, creating technology.**

#### **Responsibilities:**

##### Key Responsibilities

Achieving the quarterly and annual personal net sales and new business targets

Plan, execute and drive the pipeline development of major national account end users across all customer groups (in alignment with the Senior National Account Manager)

Develop and maintain a comprehensive circle of influence in all target end users, to ensure being fully networked and having strong connections to all key influencers.

Execute on site trials and lead the planning and implementation of site wins throughout the order process.

Management of the pricing process for target end users through distribution (and any associated price support).

##### Additional Responsibilities

Defined reporting activities, (e.g. C4C)

Regular reporting of results

Stakeholder management with accounts / customers and close cooperation Cooperation with National accounts and other TSMs where required in selected customer projects.

Participation on local and national exhibitions

Support internal functions by observing and sharing market- and cleaning business knowledge and build the mouthpiece for customer demands and requirements.

Interactions

Sales Team – TSM and National Accounts

CIC & Logistic FHCS Professional

Marketing FHCS Professional

End users – from cleaning staff to site manager/ supervisor level/ regional manager level

**Qualifications:**

Work Experience and Education

External Sales Role (at least 5 years' experience of end users in industrial/ janitorial sales role)

Data analysis skills in excel – previous CRM experience preferred.

Practical skills to work in a “shopfloor” environment and physically demonstrate products

Specific Knowledge

Knowledge of and contacts with major end users in the UK Cleaning Industry (desirable)

Knowledge in using Outlook, Excel, Word, PowerPoint, CRM Systems

Experience in digital communication (Teams, LinkedIn, etc.)

Specific Competencies

Excellent verbal communication skills

Excellent negotiation skills

Self-motivated and organized individual

Ability to network and build relationships with key contacts.

Entrepreneurial thinking and acting

Team player

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