

## Internal Account Manager

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Company: Righton Blackburns

Location: Newcastle upon Tyne

Category: other-general

Are you looking for a career in sales? A fantastic opportunity has arisen to join our Glasgow Service Centre as an Internal Account Manager. Responsible for developing long-term relationships with customers and overseeing sales, you will work to satisfy customers' requests, respond to their queries in a timely manner and deliver a positive customer experience. You should have excellent communication and negotiation skills and be customer service oriented. Ultimately, you should be able to grow our business by building successful, long-term customer relationships. The role is office based, working Monday to Friday, 8.30am - 5pm with full product training and support provided.

### Responsibilities

- Manage a portfolio of accounts to achieve or exceed targets
- Develop positive relationships with customers
- Act as the point of contact and handle customers' individual needs
- Generate new business using existing and potential customer networks
- Overcome objections and provide solutions to customers
- Suggest actions to improve sales performance and identify opportunities for growth
- Inventory Management for portfolio of accounts

### Requirements

Hands on experience in sales and an ability to deliver excellent customer service

Understanding of sales performance metrics

Excellent relationship management and negotiation skills

An ability to answer customer enquiries and provide solutions in a timely manner

Business acumen with a problem-solving attitude

Excellent numeracy skills with an attention to detail

Strong written and oral communication skills

Knowledge of the MS Office suite

### **Benefits**

Company Pension

Training & Development

Employee Assistance Programme, including access to counselling and online resources

On line GP service

Discounts and savings on every day purchases

Profit share scheme

Free on site parking

Eye care vouchers

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