

Internal Account Manager

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Company: Pertemps Dudley West Brom Perms

Location: Wednesbury

Category: sales-and-related

Internal Sales Account Manager

West Bromwich

Immediate Start Available

Salary £25k to £30k (negotiable dependent on experience)

Hours are 8am to 5pm with 1 hour lunch

Are you a highly experienced Internal Sales Account Manager looking for a new opportunity and are able to get to West Bromwich? My client are a growing business looking to take on another sales individual to join their team to manage existing client accounts. What's on offer? 20 days holiday plus statutory bank holidays, Christmas shut down, company events and overtime time equal to time and a quarter.

Requirements of the Internal Sales Account Manager:

At least 4 years' experience as an Internal Sales Account Manager, preferably within the logistics, distribution or manufacturing industry.

Strong customer service skills with a strong focus on building long lasting relationships.

Excellent communication and negotiation skills.

Understanding of pricing, market trends within the industry and competitive landscape.

Strong attention to detail, able to work collaboratively and independently.

Able to get to West Bromwich.

Responsibilities of the Internal Sales Account Manager:

Develop and maintain strong relationships with existing clients.

Understand client needs fully, providing regular communication to give updates, address queries and offer effective solutions.

Identify upselling opportunities within existing accounts.

Provide pricing recommendations to management and offer solutions.

Collaborate with sales managers to develop strong and effective sales strategies.

Ensure high levels of customer satisfaction, knowledgeable about products and services (product training provided on the job, however packaging experience is extremely advantageous.

Ensure high levels of customer satisfaction.

Working closely with the sales and technical team, collaborate with internal teams to ensure timely product delivery.

Maintain accurate records of client interactions, orders and sales activities.

Contribute to achieving monthly sales targets. If you are looking for a new opportunity within Account Management and you have the relevant skills and experience required, then please click 'Apply' now to be considered.

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