

Junior Account Manager

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Company: Zetes UK

Location: United Kingdom

Category: other-general

JOB SPECIFICATION

Main Purpose of the job:

An exciting opportunity has arisen for a Junior Account Manager to join the growing team at Zetes. Ideal for someone looking for their first step in their sales career, you will focus on the sale of supply chain solutions, including hardware, consumables, professional services and support. The key objective will be to develop strong relationships and develop a recurring sales pipeline across their accounts. In addition will need to address short, medium and long-term opportunities in order to maintain a strong sales pipeline.

Key responsibilities

Target install base of customers with calls to generate opportunities

Meet a target numbers of calls and leads

Generate and qualify leads through phone calls

Maintain good communication with customers and suppliers

Sales order administration and support for the Account Managers and Account Directors

Focus on full sales cycle to ensure customer satisfaction

Ensure all sales calls are dealt with in a professional manner either by personally or referred to the appropriate individual

Ensure accurate intake forecasting for larger opportunities

Work with Sales Order Processing to ensure orders are delivered and invoiced

Update customer data base on Salesforce.com

Assist Credit Control with invoice collection

This is an office based role, with the occasional on-site visits to customers

Proactively target new business

PERSONAL SPECIFICATION

Essential attributes:

Good telephone manner and excellent communications skills

Confident at making calls to install base of customers

Comfortable with making introductory calls which lead to further business engagement

Able to respond in a professional manner to Customers' requirements even in a high-pressure environment

Good at building long-term relationships with Customers and colleagues alike

Should have energy, drive and a positive attitude

A team player with a team-based approach to the sales process

Works to a defined sales methodology

Has an ability to learn quickly

Is innovative and brings new ideas to the team

About Zetes:

Extensive solution and supply chain portfolio

Address every facet of process agility and supply chain visibility

No other company brings together hardware and software in the Supply Chain space like Zetes

Largest Supplier of data capture solutions across EMEA for leading brands such as Zebra,

Honeywell & Datalogic

Internationally trusted and known brand, part of the Panasonic Corporation

Benefits include

25 days holiday per year (excluding bank holidays)

Access to Exclusive Staff Discounts & Offers from Panasonic

Private Medical Insurance

Company pension scheme

Benefits including free on-site gym, on-site cafeteria, showers and rural setting with free car parking, free shuttle bus from rail station

Training to help you achieve your career objectives

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