

Key Account Manager

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Company: Cleaning

Location: Harpenden

Category: other-general

Job Description:

Key Account Manager

Based across Sussex, South Coast & London

£40,000 to £45,000 per annum plus company car

Clean environments make people happier

We are looking for an experienced **Key Account Manager** to join our Transport division overseeing a large rail contract.

You'll be managing a team of 3 Area Managers, ensuring their 14 sites are properly supervised and that the specified cleaning standards are met and maintained to a high level. No two days will be the same. When you're dealing with people there's never a dull moment, and you'll use your strong interpersonal skills to support and develop your team.

As a Key Account Manager you'll be:

Maintaining strong client relationships with high levels of satisfaction

Providing and maintaining the quality of service delivery

Carrying out ad-hoc and regular activities such as projects, reports, audits as required by and to support the Operations Manager.

Hold regular contract and specification review meetings with clients

Be responsible for ensuring Health & Safety procedures and legislation is adhered to

Looking for opportunities for continuous improvement, cost savings and account growth.

As a Key Account Manager you'll have:

Excellent communication and people management skills

Strong leadership and motivational skills, with the ability to forward plan, work under pressure and influence at a senior level

Experience with financial forecasting, budgeting, and analysis

Working knowledge of Health and Safety systems in the cleaning industry

Experience working with commercial clients previously would be highly desirable

Passionate, flexible, trustworthy, and innovative.

Hold a full driving license and be able to travel to sites

What we offer you

The opportunity to be part of one of the fastest growing specialist FM providers in the UK.

This means that as our teams continue to grow, so can you.

The good stuff

We are employee-owned, making you a beneficiary of our future success

Two paid volunteering days annually – from beach cleans to supporting your local community.
You choose...

More than 250 perks and hundreds of exclusive deals and discounts

Lots of training, development & apprenticeship opportunities to grow and progress your career

Our Mosaic committee & Mental Health First Aiders leading the change on all things Wellbeing, Diversity & Inclusion at Churchill

All year-round recognition and annual awards programme to thank our shining stars

Our commitment to Diversity, Equity and Inclusion

Churchill is an inclusive, equal opportunity employer and seeks to attract, develop and retain the best people from the widest network. We're committed to ensuring that all candidates are treated fairly, and with respect and dignity.

Reasonable adjustments

Please let us know if there are any adjustments we can make to support you during our recruitment process. We're happy to help..

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