

Key Account Manager - Specification (Oxfordshire)

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Company: Zumtobel

Location: United Kingdom

Category: other-general

Your job

Zumtobel Group are recruiting for a Key Account Manager in the Oxford and surrounding areas to grow the already strong, key territory covering End users, M&E services consultants and partner M&E electrical contractors. This area is key to our our future success.

Your remit will include:

Take ownership of the area sales budget to deliver and exceed sales in line with agreed objectives.

Establish new as well as develop existing customer networks with a broad mix of customer types including architects, lighting designers and consultants.

Develop and implement a sales plan which integrates with the regional sales plans.

Understand sector drivers and opportunities in order to develop strategies and tactics to achieve sustainable growth.

Provide excellent and professional customer service to all clients.

Close cooperation with internal sales and lighting design colleagues, recognising sales as team work.

Your profile **What we are looking for**

You should have an understanding of the lighting, construction or building services sector

with relevant experience in a Specification based sales role.

Proven track record of profitable long-term business partnerships and strong commercial mind-set.

You are a great communicator with excellent presentation and negotiation skills.

You are a natural relationship builder who works closely with colleagues to ensure that the customer is at the heart of everything you do.

You have the ability to perform in a dynamic and fast-paced environment.

You encounter challenges with a positive attitude and have an interest in technology.

You are proficient in the use of Microsoft business software such as Word, Excel & PowerPoint.

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