

## Key Account Manager - Trade (North West)

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Company: Zumtobel

Location: United Kingdom

Category: other-general

### Your job

We are recruiting for a Key Account Manager in the North West region of England including Manchester, Liverpool, Warrington, Wigan, Llandudno, Shrewsbury, Cheshire, Crewe, Stoke and Stockport. You will join an established area and manage those relationships as well as grow new relationships with the aim to grow the business. Your remit will include:

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

Establishing new as well as developing existing customer networks with a broad mix of customer types including contractors and wholesalers.

Developing and implementing 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 trade based sales.

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

Previous experience of administrative activities via Salesforce would be an advantage but is not essential.

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 have a curious mind with a desire for continuous improvement and development.

High level of computer skills (MS Office, SAP).

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