

United Kingdom Jobs Expertini®

Key Account Manager

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Company: Langham Recruitment

Location: United Kingdom

Category: other-general

Key Account Manager | Fire Suppression| Norfolk | £30k - £45k DOE
Our client are a well-established design and manufacturing firm in South Norfolk, specializing in fire safety and protective equipment for commercial clients worldwide.
Role Overview: As a Maintenance Key Account Manager, your primary focus will be to generate and pursue maintenance leads, progressing financially viable opportunities to secure customer orders. This role offers a mobile aspect with occasional office-based work, providing flexibility and diversity in your work environment.
Responsibilities: Generate and respond to maintenance leads under the guidance of the Sales Director. Proactively establish rapport with clients and arrange meetings to explore opportunities. Research relevant organizations and individuals to identify new maintenance prospects. Expand the value of existing customers while attracting new ones to increase department revenue. Attend conferences and meetings to foster new leads and enhance business relationships. Conduct client site visits and collaborate with Project Managers, Sales KAMs, and Designers as required for site surveys.
Requirements: Previous experience in an Account Management, Sales or similar. Strong knowledge of fire suppression systems and fire detection systems, including relevant standards. Proficiency in Microsoft applications and ability to adapt to client-specific software. Possession of a valid Driving Licence. Willingness to work away from home as needed and attain any necessary security clearances.
Nice to have: CSCS Card
Package: Annual salary £30k - £45k (dependent on level of experience) 32 days holiday (inc. BH) Employee Wellness Programme Discretionary bonus opportunity Opportunities for professional growth
If you're ready to make a meaningful impact and drive success in the maintenance sector, apply now!
Langham Recruitment Ltd.

is managing this vacancy for a Electrical Assembly & Test Engineer. It is an employment agency registered in England and Wales (reg 11525223).

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