

Major Account Manager

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Company: Andrews Sykes

Location: United Kingdom

Category: other-general

Being in business for more than 160 years doesn't just occur by accident.

A tangible commitment to our customers, upgrading our hire fleet annually to meet the marketplace's needs when required and a round-the-clock service ensures we go from strength to strength, year after year.

Without a driven, committed and focused sales team, we simply wouldn't be the company we are today. As we have evolved, so has our ability to attract the talented sales professionals currently working within our team.

Due to our continued growth, we have a fantastic opportunity for a Major Account Manager – HVAC to join our business. As Major Account Manager you will develop and drive the sales and marketing strategy, market, income generation and sales activities for the product group. If you're a target-orientated individual with a penchant for exceeding sales objectives, we'd be very interested to hear from you.

Andrews Sykes is passionate about what we do and our success is rooted in the talents of our people, which is why we reward our people with:

A dynamic and challenging working environment.... no two days are the same.

Comprehensive training on products and services and support with continued professional development.

A competitive salary with a contributory pension scheme and life assurance.

33 days annual leave including bank holidays

Bonus scheme

Employee assistance programme

Employee referral programme

A company Vehicle along with a fuel card

A company laptop and phone

The position of Major Account Manager would suit a tenacious and energetic sales professional with experience in managing a range of different-sized accounts, from the public sector and large or complex corporates to smaller independents. You will also have in-depth knowledge and experience of the technical and commercial aspects and applications of the HVAC product range and evidence of on-target performance within a direct business-to-business sales environment. Experience in direct sales to the Construction, Healthcare or Allied Facilities sectors would also be desirable.

You will be highly motivated, commercially aware and committed to delivering results. You will also demonstrate the ability to identify and target the key market sectors applicable to the product group and take action to enter new markets.

As this is a field-based position you will need to hold a full UK driving licence and have the flexibility to travel regularly across the UK.

If you feel you can add value and bring a wealth of experience to us as a business, apply now.

Without hiring the best talent, we wouldn't be the leading hire specialists!

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