

National Account Manager

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Company: L W Cole Appliances

Location: England

Category: construction-and-extraction

Company DescriptionL W Cole Appliances is a specialist distributor based in the West Midlands, focused on supplying and installing appliances to the new build sector. With over 75 years of experience, L W Cole has been serving the new build sector since the mid-90s. We have a dedicated team of directly employed installers and operate nationwide, with a Company ethos to put customer service at the forefront of everything we do.

Role DescriptionThis is a full-time role for a National Account Manager, with key accounts throughout the Midlands. The National Account Manager will be responsible for managing and expanding relationships with key housebuilder customers, from quotation to installation. The role involves developing and executing sales strategy, negotiating contracts, raising quotations and handling complex queries, and providing exceptional customer service. The National Account Manager will also collaborate with internal teams to ensure smooth operations.

Qualifications and experience:Excellent communication and negotiation skills
Strong existing relationships with house builder customers
Deep knowledge of appliances and innerworkings of housebuilders
Previous experience in a Regional or National Account Manager position
Ability to work autonomously and remotely
Knowledge of the new build sector and its supply chain
Proven track record of meeting and exceeding sales targets
Proficiency in CRM software and Microsoft Office

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