

## National Account Manager

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Company: LOOMIS

Location: United Kingdom

Category: other-general

Loomis are seeking a proactive, dynamic and experienced **National Account Manager** with a proven record of delivering to join our team.

Are you looking for a new challenge? Do you want a role where you can really make a difference? Our **National Account Managers** are a vital part of our success. The role is busy and varied so you will need to be tenacious, hardworking and ambitious with a hunger to succeed and exceed expected targets.

The successful candidate will join one of our busiest departments helping to drive current and future success.

The position comes with a competitive package including:

Home working

Circa £55k basic salary,

Car allowance

5 weeks holiday per year excluding Bank Holidays,

Pension scheme

Life Assurance

myConnect – over 3000 discounts for everyday life as well as recognition and rewards

Full continuous training programme

Employee Assistance Programme (EAP)

Cycle to Work Scheme

Long Service Awards

A safe and supportive culture

An opportunity for you to progress your career

At Loomis our staff form the basis of our customer and our company success.

Hiring the best defines the process of how we recruit and vet prospective employees. We strive to hold ourselves to high standards and we want people who feel the same way to join us.

Our work is sensitive and is done in a high-security environment so strong character and morals are important to us.

### **The Role**

As the successful candidate, working as part of the management team within the Commercial Department, you will be responsible for the management and development of National Customer Accounts. This will involve responsibility for achieving agreed revenue targets through sales of a wide range of Loomis products and services. You will need to respond to and close sales opportunities from within existing accounts and ensure successful pricing schemes are implemented across customer portfolio. You will also be responsible for identifying, developing and closing revenue generating opportunities at Board level. You will need to work with the Operational & Commercial teams to identify and develop new products and opportunities. The National Accounts Manager is responsible for ensuring contractual compliance across all Commercial departments.

### **About You**

This is a vital role within the business and requires skills and expertise in a number of areas. Above all you will need to be a great team worker with a high degree of resilience. You will need to be able to build relationships, both internal and external, engaging, developing and building trust with key decision makers.

You will also need to have strong negotiation, communication and presentation skills, be results driving and be passionate and persistent.

Financially and commercially astute with a proven ability to develop effective proposals

and strategies is essential to ensure you are able to win profitable business for Loomis.

### **Specific requirements**

We also have some specific security criteria that you will need to meet:

You must be able to pass a criminal record check as well as a personal credit and ID check.

You must also have a 5 year employment/unemployment/educational history that we can check and verify.

An SIA licence would be beneficial but not essential as we can support you in attaining one.

If you take pride in what you do, care about the people you work with, and have aspirations to be the best that you can be, then you'll fit right in.

### **Who are Loomis UK?**

Loomis UK are part of the Loomis Group, a worldwide cash handling company, helping manage the public flow of cash in society. From secure money safes to intelligent smart safes, cash in transit and cash processing, Loomis supports businesses throughout the UK with crucial cash and coin collection and delivery services, along with ATM management and replenishment service.

If you have a positive attitude, a desire to learn and a drive to succeed, we would love to hear from you.

Clicking the apply button will direct you to the Loomis Career portal. **APPLY TODAY** and join the team.

We look forward to receiving your application.

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