

## Regional Key Account Manager - South East

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Company: Knauf

Location: United Kingdom

Category: other-general

### Job Title: **Regional Key Account Manager**

Knauf stands for opportunity. We know that opportunity looks different to each person, and we are proud that we see opportunity in everyone. This exciting role within Knauf Insulation in the Commercial Team could be the perfect next opportunity for you to build a unique career, in a values-led culture with a clear purpose of making tomorrow a home for all of us. We are a global manufacturer of construction materials and within our Group, our 41,500 team members in 90 countries across 300 sites provide a huge opportunity for anyone with ambition and energy. We value everyone's contribution equally and we ask that you bring your whole self to work, to enrich the business further, as together we achieve more in a safe and inclusive environment

Knauf Insulation is proud to be part of the Knauf Group. .... To learn more about the business,

### **Can you say 'yes'?...**

- Do you always have the customer in mind?
- Do you treat your colleagues with respect?
- Do you act with future generations in mind?
- Do you like to build and develop relationships?
- Do you like to seek opportunity and drive sales?

As a Regional Key Account Manager, you will maintain and grow Knauf Insulations trading and strategic relationships with the Builders Merchant customer base.

### **What you'll be doing...**

Working closely with our Builders Merchant customer base at a variety of levels. to develop their sales of Knauf Insulation products.

Delivering training in line with market trends, new products, building regulation changes and sales support to promote value-added product sales.

Supporting and developing Knauf Insulations position within the Builders Merchant Industry

Work with BuildersMerchant customers to assist in their product digitalisation journey .

Ensure the Knauf Insulation CRM systems are update to date and used effectively inline with the businesses objectives to better support our customers.

Develop key account plans and measures as appropriate to focus your activity to meet the core objectives of the role.

**What we'd love for you to have:**

We are interested in you as a person, your attitude, behaviours and values. If you have the willingness to learn anything you need for the role that you don't already have, we'd love to speak to you.

If you have any of the following – this would be an added advantage:

Existing construction product sales experience is advantageous.

Strategic thinker, who is able to coordinate their activities to plan and achieve short, medium and long-term goals.

Relationship builder at all levels within the customer base.

Ability to work both within a team setting and individually in an external role.

Strong time and area management skills to operate as efficiently as possible.

Willingness to travel extensively within the region, which will necessitate some overnight stays away from home.

Literate – both in written and verbal communication, plus IT literate

Understanding of CRM systems, with Salesforce experience being advantageous

## **We'll provide:**

£Competitive Salary

20% Bonus potential

Company Car

Enhanced Holiday Pay – 33 days including bank holidays plus the opportunity to purchase more

16 weeks Company Sick Pay after 3 months of service

Group Income Protection

Enhanced Maternity, Paternity and Adoption packages

Life Assurance – 4 x annual salary

Defined Contribution Pension Scheme

Staff Bonus Scheme

Career Progression Routes

Employee Assistance Programme through Health Assured

Westfield Health Cash Plan

Perkbox

Access to Costco Membership

Wickes Employee Purchase Scheme

On site Gyms

Wellbeing Initiatives and Mental Health First Aiders

Car Salary Sacrifice Scheme

## **What happens next?**

We appreciate that your time is precious and applying for a new job can be a lengthy process,

so we will reply to your application ASAP.

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