

Sales Account Manager

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Company: Adecco

Location: Havant

Category: sales-and-related

Our client is currently seeking a Sales Account Manager to join their team at a leading organisation in the industry. This is an exciting opportunity to showcase your relationship building skills while working with a diverse portfolio of clients.

They are looking for someone that is confident with their communication, someone who is happy to grow existing accounts, as well as contact lapsed clients and gain new business. They will want this person to take incoming sales enquiries/quotes to close, whilst also maintaining the aftercare for each account.

Key Responsibilities:

Build and maintain relationships with a portfolio of clients, both existing and lapsed.

Identify where new sales could be made with both existing and lapsed clients.

Develop and implement effective sales strategies to drive revenue growth and exceed targets.

Collaborate with cross-functional teams to identify opportunities and optimise client satisfaction.

Conduct market research to identify potential clients and stay up to date with industry trends.

Provide exceptional customer service and act as a trusted advisor to clients.

Desired Skills:
Proven experience in sales or account management, preferably in a fast-paced

environment.

Strong communication and interpersonal skills, with the ability to effectively build rapport with clients.

Experience confidently working to targets.

Excellent negotiation and problem-solving abilities, with a results-oriented mindset.

Proficient in CRM software and other relevant sales tools.

A self-motivated and proactive attitude, with the ability to work independently as well as in a team. Benefits:

Competitive salary

Flexible working hours

Free parking

Pension scheme

Lunch provided
If you have the required skills and are seeking a new opportunity, please apply today!

By registering with Adecco, you will benefit from the support of a dedicated and experienced Recruitment Consultant, have access to variety interviewing techniques, regular updates of the local employment market and consistent feedback on all applications. This service is offered right through to the day you start your new role and beyond! We are fully compliant with

GDPR, and your details will not be forwarded to any external companies without your express permission.

Please note: This position is based on the outskirts of Havant, please only apply if you are willing and able to work in this location and have the required skills. All applications will be reviewed within five working days by one of our experienced consultants and successful applicants only will be contacted within that time frame. Please be assured that your details remain confidential, and they will not be sent out to our client(s) until you have been contacted by us and have given us your consent, in accordance with REC guidelines. Adecco is an equal opportunities employer.

Adecco acts as an employment agency for permanent recruitment and an employment business for the supply of temporary workers. The Adecco Group UK & Ireland is an Equal Opportunities Employer.

By applying for this role your details will be submitted to Adecco. Our Candidate Privacy Information Statement explaining how we will use your information is available on our website.

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