

Sales Account Manager

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Company: Verus Recruitment Partners

Location: United Kingdom

Category: other-general

Exciting Career Opportunity: Sales Account Manager

Location Dewsbury, Wakefield, UK - Field & Office Based

Salary £25,000 - £35,000 (Dependent on Experience) plus bonus scheme.

Contract Type: Full-time, Permanent

We are on the lookout for an ambitious Sales Account Manager to enhance our client's operations within the engineering and manufacturing sector, specifically in the utilities industry. This role is a blend of office-based and fieldwork, offering the chance to directly impact our sales through your expertise in managing and nurturing client relationships.

Role Overview:

As a vital member of our client's team, you'll focus on driving revenue growth by identifying upselling and cross-selling opportunities, serving as the main contact for sales inquiries, and expanding our client base through new business opportunities. Your success will be gauged by your ability to meet sales targets, maintain a vibrant sales pipeline, and develop lasting relationships with clients.

Develop and sustain strong client relationships, catering to all sales-related inquiries.

Strategically manage accounts to optimize revenue through upselling and cross-selling.

Maintain consistent communication with clients, updating them on service delivery and promptly addressing concerns.

Proactively monitor service performance and SLAs to ensure client satisfaction.

Utilise CRM tools to efficiently manage and expand your sales pipeline.

Conduct client visits and engage in face-to-face meetings, identifying and capturing new business opportunities.

Work closely with internal teams to ensure client needs are met and expectations exceeded.

Keep abreast of industry trends and competitor activities to offer strategic advice to clients.

About You:

You're an energetic sales professional with a knack for revenue generation and a proven record in account management. You should possess:

At least 12 months of experience in sales or account management, with a focus on achieving sales targets.

A proactive approach towards revenue generation and a solid understanding of pipeline management and CRM systems.

Exceptional communication skills, both written and verbal.

A valid driver's license and the willingness to travel to client sites as needed.

Why Join Our Client?

Join a team that values innovation, collaboration, and a commitment to excellence. Offering a competitive salary, bonus scheme inclusive benefits, and a dynamic work culture, this is your opportunity to contribute significantly to our client's success in the utilities sector. If you're passionate about driving sales and have the skills to back it up, we're keen to meet you. Apply today and take your career to the next level.

Verus Recruitment Partners is an equal-opportunity employer acting on behalf of our client. All qualified candidates are encouraged to apply.

Keywords:

Sales Account Manager, Client Relationship, Account Management, Revenue Growth, Upselling, Cross-Selling, Field Work, Office Based, CRM, Sales Pipeline, Client Visits, New Business Opportunities, Engineering Solutions, Manufacturing, Utilities Sector, Dewsbury, Wakefield, Leeds, Bradford, Huddersfield, Halifax, Barnsley, Pontefract, Batley, Morley, South Yorkshire, West Yorkshire

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