



Key Account Manager

Scotland

£-Attractive

I am working with a leading waste services company who have the requirement for an experienced Key Account Manager to join their Hygiene & Janitorial division. Your primary focus will be to manage, develop and organically grow a portfolio of Key Accounts. Understanding the accounts individual needs, building a strategic plan to work in partnership with all stakeholders, driving growth, retention, and the profitability of the business through the creation of long-term solutions and strong client relationships. Your responsibilities will be but not limited to; Achievement of annual new business turnover and margin target from the strategic creation of a pipeline within existing account base; To manage customer portfolio around 20-25 customers; Build and maintain a strategic plan for each account detailing planned activity to encourage growth through product promotions or campaigns, client mapping to build relationships and stakeholder base; Build value added solutions for clients which embrace both sustainable and social impact focus as well as minimising product lines to promote both more commercially viable solutions; Support Tender activity to produce final bids to the customers including presentations; Work with Hygiene team to develop and support any opportunities within hygiene accounts that typically have not had exposure to consumable services; Generate timely management reports as required that will include pipelines, current portfolio revenue, identifying risks and opportunities with action plans to support; In order to be considered you will have/be; A proven service or sales professional operating at the minimum of key and high value account level; A growth track record in a B2B sales/service environment (service or consumables), with a strong level of commercial acumen, gained from senior account management or large/key sales background; Strong knowledge of the marketplaces and competitors, or experience of similar markets; Highly developed selling skills with excellent communication both F2F and written, with the interpersonal skills to influence other parts of the business; IT literate, with an emphasis on using technology to be effective and productive; Good strategic planning and day to day organising skills, high in initiative and problem-solving skills; High levels of energy, commitment, and tenacity with a strong understanding of the sales/service process and large accounts processes and buying behaviours; Ability to work on own, planning diary and working autonomously within your defined role; Full clean Driving License is required for this role; extensive experience of the hygiene and janitorial market sectors, being both commercially and legislatively aware with the ability to adapt to the ever-increasing requirements of the market. The role will require regular/daily travelling within the UK (occasional overnight stays). Advanced DBS (CRB) will be checked on offer of employment due to areas visited.

For full details, please email a copy of your CV to
Rebecca@candovergreen.com quoting job ref: RB2552

