



Field Sales Account Manager

North/North West London £30k; £55k OTE + car/Car allowance

I am working with a leading Hygiene Services company that now have a role available for a Field Sales Account manager. In this role your responsibilities will be but not limited to; Grow and protect existing customer accounts between an annual spend of £1,500 and £20,000; Acquire New Customers across your regional territory; Develop a strategic plan to Protect, Grow and Acquire business in a defined territory; Accurately forecast and deliver against New Business and Retention targets; Represent the business with brand new customers at the appropriate level; Focus on the effectiveness, efficiency and quality of sales activity not just the quantity; Use the CRM system to effectively record, manage and develop opportunities. In order to be considered you will; have account management experience; ability to build and retain business; have high energy and pace; thrive in a high-pressure sales environment; be resilient and tenacious in your approach to winning new business; High professional and personal standards; be decisive and resilient; be able to challenge, respectfully, constructively and effectively. You must have a valid full UK driving licence and be able to go through a security check or be willing to get one.

**For full details, please email a copy of your CV to
Rebecca@candovergreen.com quoting job ref: RB2574**

