

BASED IN EAST MIDLANDS & EAST ANGLIA
SALARY IS NEGOTIABLE – GAS DETECTION

The Company

This is an excellent opportunity to join a global manufacturer of fixed gas detection systems as a field-based account manager. The account manager will be expected to manage, retain and grow business opportunities with allotted customers in the designated region. This position will report to the UK Sales Manager

The Role

- Presenting and selling products and services to existing customers
- Focusing on company Market Share growth
- Maintain and build relationships with existing and potential customers at all levels of the organisation
- Participation in marketing events like trade shows, exhibitions, seminars & industry bodies and following up on leads
- Identify and effectively resolve potential conflicts with customers
- Preparing action plans to monitor and prioritise
- Update and validate all opportunities on CRM system
- Prepare presentations, proposals and sales contracts for customers
- Creating propositions for customers based upon value rather than cost
- Ensuring that the sales and profit targets are achieved
- Ensure the profitability of every customer and that discounts are within agreed limits
- Monitor and prioritise upcoming tenders

The Candidate

- Prior experience in selling instrumentation in the industrial safety market
- Previous experience in selling wireless systems
- Strong business to Business sales skills
- Experience in dealing with all aspects of project lifecycle
- Understanding of industry standards & regulations
- IT literate and sound knowledge of Microsoft office
- Preferably Degree educated in a technical discipline
- Adopt a win-win approach to solve any conflicts
- Strong interpersonal and communication skills