

## SALARY IS NEGOTIABLE ON EXPERIENCE REMOTE/HOME BASED – DENTAL PRODUCTS

### The Role

This role is responsible for developing new business in rapidly expanding sectors as well as managing and maintaining an existing portfolio of regional accounts. The primary focus will be to increase the number of touch points our existing customers have with the company which, in turn, will lead to increased sales and improved retention. This person will possess strong business acumen, will be an innovator and will have an in-depth knowledge of what drives profitability for our customers. The Key Account Manager will:

- Coordinate the involvement of company Members including support, service, and management resources
- Develop training programmes and plans to assist field sales consultants in the day-to-day management of accounts
- Maintain complex contracted agreements and financial arrangements in place with our customers to include scheduled meetings/agendas/actions and minutes for distribution within the business and all key objectives in the assigned accounts
- Establish professional relationships with key contacts in assigned customer accounts
- Report monthly to the Management Team with a focus on meeting and exceeding key metrics and KPIs, such as relationship scoring metrics, NPS, account sales and growth targets.
- Develop growth and sales strategies that meet the needs of customers and can be understood and delivered by field sales consultants and internal teams
- identify opportunities for growth and ensure that the company is capitalising on them by introducing the relevant business or service.
- Present and articulate ideas and strategies at a senior level both internally and externally
- Lead solution development efforts that best address customer needs, while coordinating the involvement of all necessary TSMs

### The Candidate

- Graduate calibre ideally in Business related subjects
- Experience of managing multiple accounts
- Strong account management and relationship building skills
- An innovative thinker, with a 'what's next' mindset
- Comprehensive competence in business writing/reporting/numerical analysis (Excel), accredited certification preferable
- Proactive and positive under pressure
- Incredibly driven and self-motivated
- Extroverted, warm, enthusiastic, and empathetic whilst simultaneously being a persuasive and collaborative communicator
- Sales background and knowledge of the dental industry
- Strong communicator with both external stakeholders and internal TSM's
- A motivator of others whilst still keen to take the lead