https://www.countrywidehealthcare.co.uk/job/internal-account-manager-3/

Internal Account Manager – Barnsley

Employment Type
Full-time

Duration of employment
Permanent

Industry
Healthcare

Job Location
National Distribution Centre, Ferrymoor Way, S72 7BN, Barnsley, South Yorkshire

Working Hours
Monday – Friday, 9am – 5pm

Base Salary
£ 28,000 - £ 30,000

Date posted
October 14, 2025

Description

Countrywide Healthcare is a leading provider of healthcare products and services, committed to delivering excellence and innovation to care providers across the UK. As we continue to grow and evolve, we are looking for a proactive and detail-oriented Internal Account Manager join our dynamic team.

This role is pivotal in driving account development, identifying growth opportunities, and ensuring exceptional service delivery. Additionally, the Internal Account Manager will provide vital support to our National Account Managers, assisting with quote preparation, pricing administration, and general sales coordination.

Responsibilities

- Manage a portfolio of commercial customers and house accounts, ensuring high levels of satisfaction and retention.
- Identify and pursue opportunities to grow revenue within existing accounts through upselling, cross-selling, and strategic engagement.
- Develop account plans and maintain regular contact with customers to understand their needs and business objectives.
- Monitor account performance and proactively address any issues or concerns.
- Assist National Account Managers with quote generation, pricing updates, and tender support.
- Maintain and update customer-specific price lists and ensure accuracy across systems.
- Coordinate with internal departments (e.g., finance, logistics, customer service) to ensure smooth execution of customer requirements.
- Participate in internal meetings and contribute to the development of sales initiatives.

Qualifications

- Proven experience in a pricing, sales support, or administrative role (preferably within healthcare or B2B environments but not essential).
- Strong numerical and analytical skills with high attention to detail.
- Proficiency in Microsoft Excel and CRM systems (e.g., Salesforce, Dynamics).
- Excellent communication and interpersonal skills.
- Strong communication and relationship-building skills
- Ability to manage multiple tasks and deadlines in a fast-paced environment.
- Commercial awareness and understanding of margin and cost structures.
- Experience working collaboratively across departments.

Job Benefits

- Base salary of £28-30k (DOE)
- Pension scheme
- Virtual GP for you and your household

- Reward Gateway Discount Card – savings from over 800 retailers
- Buy and sell holiday scheme
- Enhanced maternity and family friendly leave
- Full training and great opportunities for professional development

If this sounds like the job for you, we would love to hear from you. **Apply now.**

Contacts
To apply for this position please Apply here.

No agencies please.