

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

Internal Account Manager – Barnsley – Salary dependent on experience (OTE's TBC)

Industry
Healthcare

Job Location

National Distribution Centre,
Ferry Moor Way, S72 7BN,
Barnsley, South Yorkshire

Date posted

October 25, 2023

Valid through

31.12.2023

Description

As the Internal Account Manager your role will be to take responsibility for growing incremental revenues across an existing customer base and onboarding new customers. You'll grow and manage a portfolio of SMEs and build a strategic relationship with them by account reviews, gaining share of wallet, upselling, and cross selling to increase their lifetime value.

This is a great opportunity for someone with a genuine desire to increase revenue through sales and building strong relationships. It's an exciting time for our growing business, we have ambitious plans and are looking for passionate and dedicated individuals with consultative sales skills to help us achieve our mission.

Responsibilities

- Retain and grow an account portfolio in order to hit team revenue targets by introducing customers to our products, identifying opportunities, competitive win backs and gaining referrals
- Develop long term profitable relationships with customers to ensure full growth potential of your portfolio
- Acquire a thorough understanding of customers' needs and requirements through a consultative approach
- Work on key campaigns in order to increase revenue from our current customers
- Conduct online client review meetings, coordinating customer feedback
- Provide feedback on products, the market and competitor activity
- Deliver against all agreed company and department service levels, supplying accurate and timely reporting as required
- Produce and work to account development plans / quarterly sales presentations, team objectives and the company's core values

Qualifications

- Strong account management experience, working with a number of accounts through a consultancy style approach.
- Ideally your experience will be within the business-to-business sectors
- Excellent written and verbal communication skills, able to communicate effectively with internal and external stakeholders
- Tenacious with a desire to exceed expectations
- Ability to re-plan if necessary
- Highly organised and efficient, able to manage and prioritise work effectively, with a good attention to detail
- Using core Microsoft Office applications including the ability to analyse and interpret Excel spreadsheets
- Time management and planning skills

Contacts

To apply please contact

Suzanne Ashby – Head of Sales & Marketing
recruitment@countrywidehealthcare.co.uk