



https://www.countrywidehealthcare.co.uk/?post_type=jobs&p=15350

Key Account Manager – Scotland

Description

Countrywide Healthcare are the leading specialist non-food supplier to care homes. Based in South Yorkshire the company provides a market leading service supplying an extensive range of PPE, nursing, medical, chemical, housekeeping and equipment products to care providers in all parts of the UK. The business has an unrivalled reputation and has enjoyed fantastic sales growth from £9.2m in 2014 to over £31m in our last financial year.

Our business has been extremely busy through the COVID-19 pandemic as we have worked closely with our existing customers and have delivered a strong sales performance. We are now looking to recruit a National Account Manager based in, or near to the Central Belt of Scotland to grow sales by winning new business and developing working relationships with new and existing customers. The position requires selling to owners, consultants, buyers, home managers and operations staff to secure business from independent customers and care home groups.

Job Purpose

You will work closely with the Head of Sales & Marketing and other members of the sales team to identify opportunities, follow leads, meet and present proposals to customers in order to meet sales targets. The role requires a flexible approach and experience of overcoming initial resistance to change to close business

Skills

The successful candidate must have excellent time management, a proven track record in a B2B sales role, strong interpersonal skills and be self-motivated to work unsupervised. You should have good computer literacy in particular with Microsoft Office and hold a full clean UK driving licence. Knowledge of the care sector and healthcare products is an advantage.

Job Benefits

The position comes with a company car, laptop, mobile phone, pension scheme, uncapped bonus scheme and attractive salary package.

Contacts

To apply please contact

Suzanne Ashby – Head of Sales & Marketing

recruitment@countrywidehealthcare.co.uk

No agencies please.

Hiring organisation

Countrywide Healthcare

Employment Type

Full-time

Industry

Healthcare

Job Location

Remote work from: Scotland, United Kingdom