

Job description

Job title:	Account Manager	Department:	Sales
Location:	France	Type:	Permanent
Reporting to:	Sales Manager - Europe		

Overview

Colebrook Bosson Saunders (CBS) is a market leading manufacturer of Ergonomic technology support products delivering on a global scale; we are now looking to grow our successful Sales Team across Europe, you will be an ambitious, energetic and self-motivated individual who can demonstrate a clear emphasis on supporting clients with our high-level of service.

Purpose of the Role

The Account Manager will be responsible for managing & developing clients within their allocated region. Working within the European Sales Team you will service these accounts to the CBS standard; growing both the number of clients within your region and increasing sales turnover.

Your responsibilities will include but are not limited to:

- Pro-actively research new clients, dealers and opportunities across allocated region
- Visit existing clients on a regular basis, working from their offices and/or showrooms
- Ensure client requests are completed efficiently and in a timely manner
- Promote product placement in client showroom/offices includes providing supporting marketing materials
- Provide product training; this will include dealer network & end user customers
- Update clients with New products, this will include product placement & training
- Attend joint client end user customer mock-ups providing product training & presentation
- Liaising closely with Sales Support to advise as and when client specific requirements arise
- Provide feedback to all key CBS stakeholders on market trends and insights

General:

- Establish a cyclical visit plan to ensure you are pro-actively meeting existing and new clients using your time efficiently & effectively to develop the opportunities within the region
- Produce concise and thorough daily client records through Salesforce (CRM database), including but not limited to; updating accounts, raising quotations, adding opportunities, recording activity & revising pipeline
- Provide Sales Manager with weekly report on client activity, identified sales opportunities & updating sales forecasts as required
- Assist existing and new clients with their day-to-day technical enquires, providing quotations & raising sample request/s through the CRM database accordingly

- Working with Sales Support so they can effectively assist in day to day admin duties when you on the road
- Revise project pipeline accurately for operational efficacy, which ensure client service levels are maintained with right product at right time
- Identify and attend industry related events & exhibitions providing stakeholders with market trends & insights

Experience and Competencies

- Previous experience working in a sales environment preferred
- Comfortable working remotely
- Ability to proactively interact as part of a team, communicating at all levels within the company
- Willingness to build relationships and network across a wide spectrum of clients
- Organised and methodical, with ability to multitask & prioritise workload effectively & efficiently
- Computer literate with good knowledge of MS Office
- Excellent time-management and ability to work under pressure
- Ability to demonstrate high level of communication & presentation skills
- Demonstrate understanding of the key principles for effective Account management

Characteristics

- Demonstrate a “Can do” attitude and approach always
- Aspirational self-starter with eagerness to win
- Professional appearance & attitude to work
- Reliable & punctual
- Confident and able to communicate clearly with a variety of audiences
- Enthusiastic & keen learner
- Commercially aware and a keen interest in the wider business

Territory Responsibility:

[TBC]