

Vacancy: Key Account Manager

Department: National Service Team

We have a rare opportunity for someone to join the team as a Key Account Manager responsible, for a portfolio of our top NST construction customers. You will be confident liaising with contacts at all levels and nurture commercially sound relationships with key contacts. Through demonstration of strong organisation skills you will maintain your pipeline to fulfil targets while maintaining a customer centric approach.

Main responsibilities

- Ensure healthy growth in line with targets / budgets within portfolio of existing key accounts
- Carry out regular business reviews with customers, giving presentations where necessary
- Maintain your Pipeline on salesforce on a daily/weekly basis for your customer base to ensure you follow up all of the opportunities and secure the new business opportunities
- Monitor and review enquiries to ensure all opportunities are followed up and secured
- Identify growth in customer base and convert opportunities into tangible results
- Manage aged debts for all relevant accounts including assisting in the resolution of escalation issues
- Responsibility for own budget and forecasting to ensure account targets are met
- Work with Contract Managers to review site waste appraisals and waste management plans to ensure optimisation on sites

Skills and Experience

- Essential experience of account management, working with key contacts of a senior level
- Ideally have some knowledge or experience of the construction sector
- Influencing, negotiation and communication skills at all levels within an organisation
- Ability to manage high volumes of work, short deadlines and travel
- Results oriented approach with a proactive 'can do' attitude
- Customer focused while considering commercial aspects of the business

Location: Flexible on candidate locations, national coverage

Package: Competitive salary, bonus, car, phone etc.

Contract Type: Permanent, full time

Application: To apply for this position, please submit your CV and covering letter to the Head Office Recruitment Team preferably via email – recruitment@reconomy.com

