

Job Title:	Key Account Manager	Job Category:	
Department/Group:	Sales	Job Code/ Req#:	
Location:	Horsham	Travel Required:	N/A
Benefit Level:	Level 1	Position Type:	Permanent
Salary Range:	£26-£30k + Uncapped OTE	License Required:	Yes – site visits required
HR Contact:	Michael Webb	Report To:	Depot Manager
<b>Job Description</b>			
<p>FTH Hire Group have 40 years of experience in supporting local contractors, builders and landscapers, as well as the public, with their plant and tool hire needs. Due to our ambitious plans of growth outlined over the next 5 years, this is an exciting time to be joining us on our journey and help drive the business forward as a Key Account Manager.</p> <p>As a Key Account Manager you will be responsible for:</p> <ul style="list-style-type: none"> <li>• Manage growth and development of Active Key accounts within a defined customer portfolio in line with targets</li> <li>• Provide a consultative approach to our customers to understand their business requirements and provide solutions.</li> <li>• Identify opportunities to add value and build long lasting relationships</li> <li>• Manage customer orders</li> <li>• Ensure all viable sales opportunities are identified and converted into revenue for both new and existing business.</li> <li>• Develop and manage customer engagement through proactive contact.</li> <li>• Data analysis and reporting through CRM</li> </ul> <p><b>Person specification</b></p> <ul style="list-style-type: none"> <li>• Driven and target focused</li> <li>• Capable of developing strong client relationships</li> <li>• Experienced communicator at all levels</li> <li>• Strong negotiation and influencing skills</li> <li>• Motivated and confident to work under your own initiative</li> <li>• Competent levels of IT understanding, experience working with CRM platforms beneficial</li> <li>• Strong planning and organisational skills</li> </ul> <p>We approach our business with dedication and pride ourselves on the loyalty of our customers, many of whom keep coming back for the same competitive pricing and peerless after-sales support that they have come to expect.</p> <p><b>Benefits</b></p> <ul style="list-style-type: none"> <li>• Sales bonus scheme</li> <li>• loyalty bonus scheme</li> <li>• Pension - auto enrolment</li> <li>• 28 days holiday (inclusive of Bank Holidays)</li> <li>• Perk Box</li> </ul>			

- Birthday Gift

Job Types: Full-time, Permanent

Pay: £26,000.00-£30,000.00 per year

Reviewed By:	Name	Date:	Date
Approved By:	Name	Date:	Date
Last Updated By:	Name	Date/Time:	Date/Time