

## ACCOUNT MANAGER – UK OR SWITZERLAND

The Account Manager is responsible for all sales activities, from lead generation through close in an assigned territory or set of accounts, and is responsible for maximizing sales profitability, growth and account penetration. The role sells products and services directly to end users primarily via face-to-face contact.

### ROLE AND RESPONSIBILITIES

- Performs sales activities for new and renewal business for an assigned geographic area, set of accounts or product/service line to achieve or exceed assigned revenue objectives
- Establishes, develops and maintains business relationships with current and prospective customers to generate new business for the organization's products and services
- Creates and conducts sales presentations to match company's products and services with identified needs
- Identifies advantages and compares organization's products and services
- Remains knowledgeable and keeps abreast of the company's new and existing products and services to facilitate sales efforts
- Researches sources for developing prospective customers and for information to determine their potential
- Develops clear and effective written proposals or quotations for current and prospective customers
- Creates and maintains account plans for existing customers highlighting profile, share and value opportunities
- Coordinates sales effort with marketing, sales management, accounting and technical services groups
- Maintains sales records, forecasts and reports
- Participates in trade shows and conventions, schedules training and seminars to enhance new business opportunities
- Maintains regular contact with customers to ensure satisfaction
- Alerts client to new or improved products and services
- Develops relationships with clients
- Relays client feedback to product development staff

### MINIMUM REQUIREMENTS AND QUALIFICATIONS

- Minimum bachelor's degree in an engineering discipline or bachelor's degree with technical sales experience
- Minimum five years sales experience with a proven track record of success
- Demonstrable understanding of engineering analysis and technology
- Excellent communication and organizational skills and the ability to work independently

### DESIRED SKILLS AND EXPERIENCE

- Demonstrable knowledge of company products services and pricing practices
- Experience expanding and advancing opportunities, building trusting relationships, devising sales approaches and solutions, initiating action, active learning, adaptability, sustaining customer satisfaction, becoming a business advisor, sales opportunity analysis, marshalling resources
- Knowledge of the specific territory, product line, or customer
- Proven, documented sales ability

### NEXT STEPS

Please forward a CV/resume with a covering letter to [recruitment@akselos.com](mailto:recruitment@akselos.com)

We thank all candidates for their interest, however, only those selected to continue in the selection process will be contacted.