

Job Description

Job Information	
Job Title	Key Account Manager
Business	Buildbase
Reports to	Regional Sales Director

Job Summary

To develop existing account business and to instigate new business within a designated area to establish strong commercial relationships which generate revenue to exceed targets

- Typical Tasks & Activities**
- Meet and exceed agreed sales and gross profit targets
 - Operate within a defined territory, maximising sales at every opportunity
 - Establish excellent working relationships with customers and the branches to ensure on-going continuity of business
 - Act as an ambassador and capitalise on the Buildbase business reputation and extensive range of high quality products
 - Continually update product knowledge and share this with customers to maximise sales
 - Work with the branch to identify old and lapsed customers and turn them into business opportunities
 - Ensure all administration is kept up to date
 - Negotiate business opportunities with new and existing customers
 - Target achieved for opening of new accounts to broaden customer base
 - Work with key suppliers to target potential customers
 - Work flexibly with the branch covering holidays when required and help during stock take

Skills & Experience	
<p>Essential:</p> <ul style="list-style-type: none"> • Previous experience of working in a Builders Merchants • Strong relationship building skills • Able to work in a targeted environment • Good organisational skills 	<p>Desirable:</p>

Our Winning Ways

Know Your Stuff

- Be the best at what you do and understand your customer

Be our Customers' Favourite

- Go the extra mile
- Be attentive
- Make them feel valued