

Job Title	Sales Account Manager
Role	<p>Responsible for developing long-term relationships with your portfolio of assigned customers, connecting with key business executives and stakeholders.</p> <p>Create and develop new business opportunities thereby increasing the scope, growth and clientele of C-Ways.</p> <p>Liaising between customers and cross-functional internal teams to ensure the timely and successful delivery of our solutions according to customer needs.</p>
Responsibilities	<ul style="list-style-type: none"> • Operate as the lead point of contact for any and all matters specific to your customers; • Build, expand and maintain strong, long-lasting customer relationships; • Develop a trusted advisor relationship with your customers; • Create an approve account plan for your customer base; • Meet assigned targets for profitable sales volume; • Identifying and follow up new business opportunities and setting up meetings; • Create an approved marketing plan; • Co-ordinate involvement of company personnel; support, service and management resources, in order to meet account objective and customer expectations; • Develop strong relationships with key distributors and manufacturers; • Develop your own marketing campaigns and assist in the team marketing. • Communicate clearly the progress of monthly/quarterly initiatives; • Forecast and track personal sales statistics and submit them to Sales Manager; • Identify and grow opportunities within territory and collaborate with the sales team to ensure growth; • Responds to all inquiries, cancellation requests, and sales requests within specified timeframe; • Complete proactive customer “goodwill” calls; • Completing administrative work as required; • Continual training.

Requirements	<ul style="list-style-type: none">• Minimum 5 GCSE's with English and Maths at B;• Preferably 2 A Levels or equivalent;• Minimum 3 years experience in the same or similar role;• Ability to communicate, present and influence credibly and effectively at all levels of the organisation;• Highly organised and efficient;• Manage multiple projects at a time while paying strict attention to detail;• Strong selling, influencing and negotiating skills;• Excellent listening and presentation skills;• Excellent verbal and written communication skills;• Be driven, self-motivated and flexible with a 'can do' attitude.
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