



Major Account Manager

Contract Type: Full Time (Permanent)

Location: Tamworth, covering the Midlands area.

Package

Competitive salary, company car or car allowance Inc fuel card, plus pension, 26 days holiday plus bank holidays, bonus, life assurance and our fantastic salary extras scheme that offers cycle to work and various other fantastic benefits along with our great staff discounts.

Job Introduction

Platform Sales & Hire, recently acquired by Speedy Assets Services would like to present a fantastic opportunity to join the fastest growing Powered Access Business in the UK, the successful candidate should have a Powered Access background and preferably a strong portfolio of customers to complement our existing customer base in the midlands

Since Speedy was established in 1977 we've grown into the UK's leading hire business. Along the way we've won countless awards for innovation, safety and our commitment to training to name but a few. Our people are the heart of our business and it's their commitment and professionalism that makes us the biggest and the best in the industry.

Main Responsibilities

As a Major Account Manager you play an integral part in developing and maintaining strong customer relationships and maximising revenue opportunities for the business. You will ensure all customer leads are identified and generated, including those opportunities which lie outside your region, demonstrating the Speedy values in all you do.

Excellent communication skills will be required in order to build relationships both with clients and internally, while strong organisation will be key to ensure customer records are updated daily as well as the timely production of sales performance reports.

Other responsibilities:

- Growth and development of your managed accounts within the powered access sector in line with budget for revenue and debt and maximising the revenue opportunities for your territory
- Ensuring performance on sales discounts, bad debts and all other KPI's are within agreed target levels
- Preparing and providing sales performance reports as and when requested to agree deadlines
- Support the sector and major account teams to maximise the revenue opportunities within your territory and for your portfolio of managed accounts
- Building and maintaining relationships with key stake holders and colleagues

The Ideal Candidate

- Commercially aware
- Powered Access background/experience
- Proven sales ability and managed account experience
- Excellent negotiation skills
- Ability to develop strong customer relationships
- Good communication skills both verbally & written
- Good planning and preparation skills
- High level of integrity and trust
- Ability to work effectively under pressure
- Commitment to self-development
- Driving licence

To apply for this job visit careers.speedyservices.com and enter **SPD/TP/202475/7067**
Or you can email your CV directly to Jeanne.woodford@speedyservices.com for consideration.

