

Key Account Manager

Full-time, Permanent

Based at Kintore / Cairnrobin

Overview of Role:

To develop new business whilst managing and growing existing key accounts and client relationships to achieve annual revenue goals.

Key Responsibilities:

- Managing and developing new and existing customer relationships to maximise revenue opportunities, profit and customer satisfaction
- Understanding customer needs and priorities through regular face to face meetings
- Generating new business for the Company
- Creating an Account Plan for each designated customer to maximise revenue, profit, growth and customer satisfaction
- Establishing and managing relationships with new and existing client base through key account management tools and techniques
- Liaising with line management and divisional/department heads in order to determine divisional/departmental Sales requirements and identify potential issues
- Attending corporate events in conjunction with relevant people
- Representing the Company at trade fairs and keeping abreast of developments within market sector
- Liaising as necessary with proposals and operations team members to determine/support the delivery of client requirements
- Promoting the OEG Offshore Group brand and portfolio
- Be proactive in generating and reporting all relevant market intelligence
- Deliver sales and marketing presentations to clients
- Provide management with regular reports
- Provide assistance and support to the Senior Key Account Coordinator as and when required.

Skills & Experience:

- Excellent communication and customer service skills
- Highly motivated and organised individual
- Pro-active relationship builder
- Highly driven and determined to achieve
- Sets high standards and consistently achieves them
- Methodical way of thinking
- High degree of accuracy
- Demonstrable ability to prioritise issues and tasks
- Excellent written and oral communication skills
- Able to work well within a team as well as utilising own initiative

- Able to work to demanding timescales, maintain quality of work and meet deadlines
- Ability to deal with business to business customer relationships
- Advanced presentation, proposal and negotiation skills

Qualifications:

- Degree qualified in business and or related technical subject – desired
- Significant proven experience & success in key account management, sales, and / or business development roles
- Advanced skills in Microsoft Office, including Word, Excel, Outlook and PowerPoint
- Advanced skills in customer database, customer relationship management (CRM), business intelligence (BI) tools