

Account Management Executive – Key Accounts

Team: B2B SALES – Account Management

Working to: Head of Account Management

About Us:

Bloc Blinds, a designer and manufacturer of innovative and award-winning blinds, are currently recruiting for a passionate and self-motivated individual to join our sales team, focusing on maximising opportunities with our key customers. This role will ensure that your assigned customers' sales opportunities and profitability are maximised. Customer base will be predominantly GB and EU.

What we'll ask of you:

- Responsible for driving growth of your assigned trade customers and achieving sales targets.
- Ensure our product range is competitive by conducting market research, speaking with customers and acting on their feedback.
- Actively participate in and contribute to sales meetings, ensuring that relevant reports are prepared and analysed, and always playing your part in other Company projects that relate to achieving overall sales growth objectives.
- Ensure that our customer base is fully informed on our offering, by developing and distributing marketing material on existing products.
- Agree pricing with customers on our product range, ensuring that we achieve the correct selling prices for the customer, but also maximising our own margin expectations.
- Maintain your own technical knowledge to ensure you are confident and competent to deliver the USP and messaging on our brand.
- With regards to new customers, you will work closely with the growth team and take on the account when the on-boarding process has been complete.
- You will also work closely with the growth team providing feedback on our customer needs and if opportunities exist for a new product and change to an existing product.
- Your time will be split between attending meetings at customer premises and at the office, preparing and actioning key points for our customers.

What we're looking for:

Ideally you will:

- have at least 2 years solid pro-active sales experience.
- have built relationships with customers in a previous role and be able to demonstrate your proven approach to account management.
- have a willingness to learn.
- demonstrate enthusiasm and passion for our products to customers.
- be able to help us fulfil our ambition of being a leader in your industry.

You will

- be responsible for maximizing your time and being efficient and effective with your scheduling.
- have a degree of flexibility in your approach so that we work round our customers as needs be.
- need to be results-driven, be a self-motivator and be adaptable and confident to work with different customers in different environments,
- be able to decipher and deliver on their key needs and expectations from us.
- need to have a clean driving license.

Based at our Head Office in Magherafelt, we require a degree of flexibility to travel to GB/EU customers from time to time – however, the world of technology and customer requirements are evolving, and you will be responsible for managing your own time!

What will we do for you?

In return we offer a flexible approach to working hours, autonomy so you manage your own workload, and a friendly and supportive team to work with. The Company has ambitious plans for growth and is keen to build a team who can grow alongside the business, so there are opportunities for development, coupled with the opportunity to work with one of the most innovative and passionate teams in the industry.