

PROFESSIONAL COST MANAGEMENT GROUP Ltd

JOB DESCRIPTION

Job Title: Key Account Manager – New Business **Reports to:** Direct Sales Manager

Based: Blackpool – extensive UK travel **Direct reports:** Account Manager

The Key Account Manager (KAM) is responsible for the acquisition and growth of around 300-400 major enterprise accounts, which includes a number of prior and/or existing clients. Where assigned, there will be an Account Manager to assist both post and pre-sales. The KAM is accountable for developing revenues from their client portfolio and developing skills and expertise within the team. Working at senior levels across the account, and at multiple entry points, the KAM will promote and sell both existing and new services and help develop new service opportunities for the business.

Key Objectives	Accountable for;	Measurement
Driving Client Value	<ul style="list-style-type: none"> • Penetrate new clients with multiple services • Develop the existing client portfolio revenues • Maintain client retention and client satisfaction to an agreed target • Ensuring all clients receive timely, high quality reporting from the account team on a regular basis • Continually strengthen and forge excellent client relationships through proactive management and communication. • Manage and influence senior-level client contacts and maintain positive working relationships • Construct, present and negotiate proposals and bids 	<ul style="list-style-type: none"> • Contracts signed • Revenue • Clients retained
New Business Opportunities	<ul style="list-style-type: none"> • Identify new business opportunities and present them back to the business 	<ul style="list-style-type: none"> • New services

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Driving & motivating colleagues	<ul style="list-style-type: none"> Effectively and successfully develop and motivate the account team to achieve company KPI's and individual development goals Develop and share best practice between the team Working closely with the Direct Sales Manager to agreed operational efficiency targets and business objectives Prepare and present high quality management information reporting on a monthly / quarterly basis Demonstrate professionalism throughout all dealings with internal customers and external clients in a manner, appearance and delivery befitting this senior position. 	<p>billing</p> <ul style="list-style-type: none"> Training delivered Collateral produced
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Person Requirements:

Relevant work experience, including:

- Track record of closing significant services-led deals
- Demonstrable experience of navigating complex sales cycles in a structured, consultative manner
- Leading multi-disciplined virtual teams to drive complex programmes of work
- Experience of one or more of the following disciplines and/or verticals; Professional Services, Consulting, Enterprise BI, Telecoms, Energy
- Experience of embedding yourself into the client and developing effective BI to drive increased business
- Ability to work under strong pressure and tight deadlines with no compromise on quality of deliverables.
- Gravitas to engage at c-suite levels of major blue-chip companies
- You should be self-motivated, innovative, enthusiastic, able to work independently, as well as in a team
- Good organisational skills and excellent interpersonal skills, with ability to work with and influence colleagues and clients are needed.
- You must be a commercial thinker, with excellent communication skills.

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Additional Information:

Competitive Package

For more information or to apply please send a covering letter and your CV to
hr@pcmg.co.uk