

CONTRALOAD Group with its head office in Antwerp (Belgium) and offices amongst others in the UK was founded in 2004 and is a fast growing and dynamic company. As the market leader for plastic pallet and IBC pooling services in Europe it serves customers in over 26 countries with the help of a multinational workforce.

For our UK based team we are currently recruiting a competent and motivated

Account Manager United Kingdom

YOUR CHALLENGE

- As a strong networker, prospecting new opportunities in the food supply chain, packaging and pharmaceuticals sectors will be a motivating challenge. You are results driven and have a tenacity to win new business.
- Next to generating new business your key objective will be retaining and growing current customers. You understand customer' needs and are able to present ideas and solutions.
- As the **Account Manager**, you will regularly perform data analysis to keep your customers aligned with their contracts and report to the Area Sales Manager UK & Ireland.

YOUR PROFILE

- You are self-motivated with an open and strong personality with the strength of character to influence, convince and connect.
- You are sales and customer oriented with excellent communication, presentation and negotiation skills.
- You will have a proven track record in managing Key Accounts ideally within the service based sector and experience in the B2B environment.
- You have an appreciation for working within an SMU environment.
- You are a team player and able to communicate effectively with your colleagues in the UK, Belgium and partner organisations.
- You are MS Office proficient with an excellent working knowledge of Excel.
- You will register and keep updated all activity in the company CRM system.
- You are willing to travel within the UK on a regular basis and have the maturity to maintain your own agenda.

OUR OFFER

- As our new **Account Manager UK** you will have a permanent contract and a competitive remuneration package in line with your knowledge and experience.
- Basic salary, bonus scheme and pension.
- Fringe benefits include a representative company car, mobile phone & laptop.

INTERESTED?

Does the position of **Account Manager UK** with **CONTRALOAD** in the UK appeal to you? Send your CV and inspirational cover letter to jobs@contraload.com

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