**National Account Manager – South England, Reading, Watford, Basingstoke, Hemel, Luton.**

* **Salary range £35k - £45k (dependent on experience)**
* **Uncapped Bonus Scheme**
* **26 days holiday (includes your birthday)**
* **Business expensed company car or allowance**
* **Pension scheme**
* **Staff discounts**

Are you looking to join a successful and fast-growing business with a strong offer to the care sector? Countrywide Healthcare are the leading supplier of nursing and janitorial consumables to care homes and are looking to recruit an ambitious and hard-working National Account Manager with strong relationship building and business development skills to accelerate our growth.

**Role Profile**

As National Account Manager your role will be to prospect and win new business from national and regional care home groups as well as managing and growing a portfolio of existing customers. This will involve travel across the South of England to meet customers, present proposals and support operations staff in care homes. The role will be based from home and we will provide a company car (or car allowance for a suitable vehicle).

This is a great opportunity for someone with a genuine desire to increase revenue through sales and building strong relationships. It’s an exciting time for our growing business, we have ambitious plans and are looking for passionate and dedicated individuals with consultative sales skills to help us achieve our mission.

**Key Responsibilities:**

* Prospect and win new business customers in line with new business sales targets.
* Retain and grow an account portfolio in order to hit team revenue targets by introducing customers to new product categories, identifying gap opportunities, driving contract compliance.
* Develop long term profitable relationships with customers to ensure full growth potential of your portfolio.
* Acquire a thorough understanding of customers’ needs and requirements through a consultative approach.
* Conduct client review meetings, managing commercials and ensuring a profitable portfolio.
* Construct winning tender commercials and questions responses to acquire new business.
* Provide feedback on products, the market and competitor activity.
* Deliver against all agreed company and department service levels, supplying accurate and timely reporting as required.
* Produce and work to account development plans / quarterly sales presentations, team objectives and the company’s core values.
* Collaborate with cross-functional teams to ensure seamless service delivery and client satisfaction.
* Lead initiatives aimed at improving customer experience.
* Actively involve customers in promotion deals set by Marketing.

**What we are looking for:**

* Business development skills and experience of seeking out and on-boarding new customers.
* Strong account management and commercial experience, working with a number of accounts through a consultancy style approach.
* Experience will be within the business-to-business environment with consumables and or multiple product distribution sales experience.
* Capable of constructing winning tender responses with competitive commercials and a good understanding of tender contract negotiation.
* The ability to analyse sales data in Microsoft Excel to an advanced level, to establish growth strategies for existing clients.
* Excellent written and verbal communication skills, able to communicate effectively with internal and external stakeholders.
* Tenacious with a desire to exceed expectations.
* Highly organised and efficient, able to manage and prioritise work effectively, with a good attention to detail.
* Using core Microsoft Office applications including the ability to analyse and interpret Excel spreadsheets.
* Excellent time management and planning skills.
* Bachelor's degree in Business Administration, Sales, Marketing, or related field
* Full Driving Licence

To apply please send your updated CV to beth.birkin@countrywidehealthcare.co.uk

No agencies please