

## Account Manager – Sales Department

**Salary:** Highly Competitive + Commission **Contract:** Full Time, Permanent **Location:** Northampton **Hours:** 37hrs Mon-Friday

**We are looking to recruit a passionate, self-driven and customer focused Account Manager to manage a portfolio of energy brokers from both a sales and quality perspective. You will be accountable for the contribution of value from your portfolio into the company's wider targets**

If you have previous Customer Service, Sales or Account Management experience, are driven by results and have the desire to succeed, looking for your next step in a Sales position where you will have the opportunity to grow and evolve, we want to hear from you!

We are the UK's leading energy sales solutions company, providing intermediary, business and technology services to B2B energy brokers. Our staff and innovation have enabled us to successfully establish and grow our business. Come and join us in our new offices and help shape our business as we enter this exciting phase.

### Key Details

- Managing a broker portfolio, you will be responsible for achieving sales targets, relationship management and other set KPI's, accountable for results achieved
- Develop strong working relationships with a view to generating new sales opportunities
- Support brokers in resolving issues and keeping them updated with any products, services, system or supplier changes that may impact them
- Manage agent renewal performance ensuring in line with individual and internal retention targets
- Improve on drop out and sales losses through management of supplier rejections /returns and processing failures
- Ensure all brokers have appropriate knowledge and understanding of our bespoke system, suppliers and promotions available to them
- Support the Area Manager and wider teams as required

### Key Requirements

- Previous experience in Sales, Customer Services or Account Management essential
- Excellent communications skills (written and verbal)
- Good working knowledge of the Microsoft suite specifically Excel
- A relationship builder who can forge and develop successful business relationships
- Highly organised with good attention to detail
- Ability to work effectively within a team and independently
- Previous experience in a Utilities background (an advantage but not essential)

### Key Benefits

- Competitive salary + Commission
- Career development and on-going training
- 25 days holiday + bank holidays
- Company Pension / Company Car Scheme / Cycle to Work Scheme / Employee Reward Schemes / Team Incentive Days / Free Parking