

Role: Sales Account Manager

Reports to: Sales Director

Location: Pembroke Dock, Pembrokeshire, SA72 4RW

Salary: Competitive OTE £30k+

Genpower Ltd is the exclusive distributor for Hyundai Power Products for the UK and Ireland.

Due to continued growth, an excellent opportunity has arisen for an experienced Sales Account Manager to join our team on a full-time permanent basis.

We are looking for individuals who have the ability to sell a range of quality, innovative products and services to new and existing customers. High impact sales experience will be needed. As Sales Account Manager you will work to support and grow our dealer network. You will have a proven track record in B2B sales, customer service and a KPI driven environment.

You must be hungry, ambitious, competitive, focused and incredibly motivated every single day. The successful applicant will join a dynamic sales team who represent Hyundai - a global leader with an outstanding reputation for quality. If you love selling, speaking with people and driving growth then this is for you!

Key Duties:

- To maintain and exceed sales growth targets, whilst building and promoting strong and durable client relationships with strategic retailers.
- To sell B2B – sourcing, securing and acquiring new business opportunities with resellers of Hyundai Power Products.
- To then develop mutually beneficial growth with these clients on an ongoing basis.
- To provide a full and comprehensive account management service to our dealers.
- To achieve all KPIs including meeting and exceeding revenue targets, call targets and new business presentations.
- To prioritise and manage daily workload.
- To attain and demonstrate a high level of product and system knowledge in order to respond to technical sales enquiries.
- To follow up inbound leads generated through marketing activity.
- To prepare proposals and quotations for both existing and prospective clients.
- To work closely with other departments within the business to facilitate success.
- To recommend specific products and solutions that meet the client's needs.
- To conduct competitor analysis and research to ensure that our product offering has 'the edge'.
- To contribute to the continued success and excellence of the business.
- To undertake field based meetings and appointments as required.
- To understand and apply commercial principles to improve performance.
- To deliver creative solutions to overcome obstacles and enhance profitability.

Required experience:

- 2+ years of fast-paced sales experience (B2B)
- Technical sales experience highly desirable.
- High volume inbound and outbound call experience.
- Action oriented and displays perseverance.
- Composure under pressure.

- Team player and cooperative.
- Prioritisation skills and focus.
- Driven by £ notes.
- Delivers a world-class customer service.
- Sets clear objectives and measures.
- Quick to learn and versatile.
- Ability to quickly develop product knowledge.
- Conducts market analysis to stay ahead of competitors.
- Creative with good ideas to increase sales.
- Monitors and analyses sales data.

What's in it for you?

- Competitive salary.
- Private AXA Health Cover.
- Perkbox.
- 20 days annual leave plus 8 bank holidays.
- Increasing holiday allowance with service.
- Career development opportunities

To apply, please send CV and cover letter outlining your suitability to:
laura.sanderson@genpower.co.uk

