

# Regional Account Manager - Midlands

DEPARTMENT: Sales

## ABOUT THE ROLE:

**Do you want to be part of a strong resilient business with ambitious growth plans?**

**Do you want to be part of a dynamic and supportive team where no two days are the same?**

From cordless solutions to customisable janitorial systems and advanced floorcare equipment with on-hand training, Numatic International delivers professional, practical, and reliable equipment, designed, engineered, and made right here in the UK. Due to our continuing success and ambitious growth plans we are seeking a highly motivated, results-driven, target focused Regional Account Manager to join our team covering the East & North Midlands area.

As well as day to day accountability for retaining and growing business revenues from designated UK commercial cleaning distribution partners, you will also support vertical sector strategy and growth.

## RESPONSIBILITIES:

- Act as the key point of contact for own UK distribution accounts, ensuring excellence in customer service and budget delivery. Whilst building and maintaining strong, sustainable client relationships.
- Work with regional facilities management and/or contract cleaners to support penetration of Numatic International equipment through existing distributor route to market or direct if not available through current distributor.
- Work closely and collaborate with colleagues in our vertical sales channels to target sector specific opportunities through key account relationships, developing growth in these areas.
- Conduct reviews at relevant intervals with clients to ensure understanding of changing business dynamics and motivators to align solutions for mutual growth and profitability.
- Prepare portfolio reports for managers, giving full visibility of opportunities and/or threats.
- Negotiate and agree annual joint business plans with customers in advance of each new trading year and reviewing these plans with clients for compliance and influence where required.

## ABOUT YOU:

- Dynamic results driven individual, ideally with experience in a fast paced commercial environment.
- Experience of dealing with the commercial floorcare sector selling into distribution & FM channels would be highly desirable.
- Ability to develop opportunities with existing customers, as well as identifying potential new business.
- Experienced in using CRM systems.
- Demonstratable experience of successfully working in a sales environment.
- Excellent listening, influencing, negotiation and presentation abilities.

## WHAT WE OFFER:

- Competitive salary plus achievable personal & business based annual bonus.
- Company vehicle or car allowance .
- Opportunities for career advancement and professional development.
- Employee assistance, health and wellbeing programmes.

Numatic International is an equal opportunity employer. We encourage applications from candidates of all backgrounds and experiences. We are committed to creating an inclusive and diverse workforce.

**SALARY: £33-35k plus bonus**

**Closing Date: 13/03/2024**

How to apply: Please send your CV and Covering Letter to [jobs@numatic.co.uk](mailto:jobs@numatic.co.uk)