

Vertical Executive

DEPARTMENT: Sales

Numatic International's continued long-term success will be dependent on the talent and loyalty of the people we employ; how we attract and retain them, keep them motivated and engaged and provide them opportunities to develop within the organisation – effectively managing their performance to meet the changing demands of the business.

The Vertical (Sector) Team is responsible for retaining and growing Numatic International business revenues from Key UK Commercial Cleaning Customers/Facility Management Customers, Floor-owners, and other large end-users.

The Vertical Executive (VE) is required to work strategically with an allocated portfolio of end-user to promote the sale of Numatic products and services and deliver/exceed budgeted revenue growth monthly/quarterly and annually. The VE is also required to source and onboard new customers in this space.

About the role:

- Act as ambassador for Numatic UK, representing our core values always
- Be the primary point of contact for your Key Vertical Accounts (Tier 2 & 3) ensuring service excellence and budget delivery. Work closely and collaborate with colleagues in Numatic's distribution sales channels to target and win sector specific opportunities through your Vertical/Sector relationships.
- Research, source and attract new Vertical customers to Numatic UK
- Build and maintain strong, long-lasting client relationships at all levels within these complex businesses – be a trusted advisor and “go to person” for allocated clients
- Conduct monthly (minimum) reviews with all clients to ensure you fully understand their changing business dynamics and motivators to align our solutions for mutual growth and profitability. You should expect to conduct 5-8 customer meetings per week to deliver the strategic goals.
- Negotiate client agreements to maximise growth and profit. Be creative in agreeing bespoke growth plans in conjunction with the Head of Vertical Sales and Numatic's Business Intelligence Team.
- Prepare reports on your portfolio to give Numatic management full visibility of opportunities/threats. Use Numatic's BI System to interrogate data, isolate areas for improvement/growth and translate these into specific plans and actions.
- Forecast and track Key Account Metrics and communicate to all Internal Stakeholders
- Capture all customer contacts/notes/actions in the company's CRM system
- Engage with Product Marketing Managers and the broader Numatic Media Team to ensure all key clients have the necessary and appropriate sales collateral to drive onward sales of our solutions
- Introduce new products/services to clients – be a “subject matter expert”. Agree best routes to market, their necessary sales activity and goals for revenue growth.
- Work under your own initiative and own your portfolio/budgets.
- Network widely within the Cleaning Sector to develop strong user demand. Use social media (LinkedIn) as a platform for connections and messaging whilst constantly developing your industry knowledge to ensure credibility with your stakeholders in the Key Account Portfolio
- Collaborate with the Research and Development team to support with product evolution and existing developments.
- Collaborate with Aftersales and Product Management team to optimise lease, tele-metrics, and service solutions to ensure customers' needs are met whilst driving incremental commercial opportunities.
- Be prepared to challenge and be challenged.
- Contribute to new business initiatives, projects and review and communicate the impact on business development activities. Use substantial creativity.

About you:

- Proven success in field-based Key Sales/Account management roles
- Ability to target and develop new routes to win new incremental business.
- Demonstrable ability to communicate, present and influence at all levels of an organisation – including executive and C-Suite
- Solid experience with CRM software
- Experience in delivering client-focused solutions to meet customer needs.
- Strong verbal and written communication skills
- Excellent listening, influencing, negotiating and presentation abilities.
- Strong prioritisation skills with the ability to manage competing and conflicting demands.
- Ability to work under pressure and be results driven.
- Strong IT skills to include Word, Outlook, Excel, and PowerPoint
- Willingness and ability to respond and thrive in a fast-paced environment where change is inherent.
- Entrepreneurial and self-starter who embraces and owns their Personal Development

Closing Date: 25/03/2024

SALARY: £35,000 - £45,000 p.a DOE

How to apply: Please send your CV and Covering Letter to jobs@numatic.co.uk