

KEY ACCOUNT EXECUTIVE

SILO

JHB

CORE PURPOSE OF THE JOB:

A Key Account Executive is responsible for handling the most important client accounts in a company and creating long-term, trusting relationships with these clients. These accounts make up the highest percentage of company income, and the Key Account Executive must build and maintain a strong relationship with the client, understanding their future need

KEY PERFORMANCE AREAS:

- Achieving annual Sales Budget across allocated Key Accounts
- Thorough knowledge of the Silo service offering across Insights, Omni and Studio Business Pillars
- Developing a solid and trusting relationship between major key clients and the company
- Resolving key client issues and complaints
- Developing a complete understanding of key account needs and requirements
- Expand the relationships with existing customers by continuously proposing solutions that meet their objectives
- Anticipating key account changes and improvements
- Managing communications, in a professional manner, between key clients and internal teams
- Strategic planning to improve client results
- Negotiating contracts with the client and establishing a timeline of performance
- Working with design, sales team, creative, advertising, logistics, managers, marketing, and team members within the HCG companies dedicated to the same client account to ensure the highest quality of materials are being produced and all client needs met

QUALIFICATIONS / EXPERIENCE:

- Bachelor's degree/Similar qualification in marketing, business administration, sales, or relevant field
- Computer skills, and thorough knowledge of Microsoft Office Suite, with emphasis on superior Excel skills.
- Proven track record of experience
- 5 years previous work experience in sales, management, key account management or relevant experience
- Experience in providing solutions based on customer needs
- 5 years' experience in client relationship management, budget management and achievement

BEHAVIOURS & ATTRIBUTES:

- Self-motivated and energised
- Ability to conduct Value-Based selling
- Able to multitask, prioritize, and manage time efficiently
- Goal-oriented, organized team player
- Encouraging to team and staff; able to mentor and lead
- Self-motivated and self-directed
- Excellent interpersonal relationship skills
- Eager to expand the company with new sales and clients
- Able to analyse data and sales statistics and translate results into better solutions
- Excellent verbal and written communication skills; must be a listener, a presenter, and a people-person
- Strong negotiation skills, with ability follow-through on client contracts
- Ability to multitask and manage more than one client account
- Proven results of delivering client solutions and meeting sales goals

The advert has minimum requirements listed.
Management reserves the right to use additional / relevant information as criteria careers@hcg.one
Closing date for applications is Friday, 6th October 2023.