

**KEY ACCOUNT MANAGER
185 SOLUTIONS
DURBAN**

CORE PURPOSE OF THE JOB:

To achieve and exceed the sales targets/financial sales budgets aimed at growing Key Account Sales and profits through the development of strategic business partnerships, which provide a total solution to the client.

KEY PERFORMANCE AREAS:

- To manage key accounts from an operational focus to a strategic level
- Align the Company's objectives with the client's strategy and determine how the Company can add value to meet the clients' strategic objectives
- Apply a client driven and consultative approach to selling and managing key accounts
- Prepare and present plans to achieve Key Account sales objectives by producing effective sales proposals
- Contribute towards retention strategies by establishing long term relationships

QUALIFICATIONS / EXPERIENCE:

- Relevant tertiary qualification with at least 5 – 10 years sales experience
- Proven track record of effective management of sales team, meeting and increasing sales budgets
- Knowledge of plant capability and machine specifications

BEHAVIOURS & ATTRIBUTES:

- Business acumen
- Strong communication skills
- Sales and negotiation skills
- "Can do" attitude
- Self-starter

The advert has minimum requirements listed.
Management reserves the right to use additional / relevant information as criteria
Email: careers@hcg.one

Closing date for applications is Friday, 8th December 2023