Be part of something GREAT

KEY ACCOUNT MANAGER
IMI Precision Engineering
Field Based

Precision. Engineered. Through our people, products and service.

IMI Precision Engineering is a world leader in motion and fluid control technologies. Wherever precision, speed and engineering reliability are essential; we deliver exceptional solutions which improve the productivity and efficiency of our customers' equipment.

As a business, we aim to UNDERSTAND our customers' challenges. We then CONNECT our products, people and expertise in order to DELIVER exceptional service and solutions. These IMPROVE the performance of our customers' machinery. We call this Engineering GREAT, and we deliver it to customers through a world-class portfolio of high performance products, through close partnerships and problem-solving, and through a global network of support which ensures reliable local delivery, all over the world.

Engineering GREAT is our vision – help us get there.

Job purpose

We are recruiting for a Key Account Manager based in the South

Reporting to the Southern Sales Manager this role requires a confident and enthusiastic individual with experience in technical field sales in existing OEM markets and account management at a senior level.

This position requires a highly customer focused individual with excellent organisational skills, to develop new customer accounts by understanding the customers and the customers customer needs.

The job holder will be expected to provide commercially viable solutions as well as identify new business opportunities that will benefit both Norgren and the customer, which will result in the growth of the business and Norgren achieving its strategic objectives. The role will be strongly influenced be the "outrun the competition" philosophy of the business.

What we're looking for

The ideal candidate should be logical and business minded, capable of communicating on all levels from shop floor to boardroom and self-disciplined. Previous success in a field sales environment within the engineering/manufacturing industry with demonstrable professional selling and negotiating techniques in those arenas.

- A minimum of 2 years experience in a competitive field sales role along with practical experience of working within a large and complex organisation.
- Extensive knowledge of personal computers, Excel, Powerpoint and computerised packages is required.
- Educated to a minimum of HNC or equivalent in Mechanical/Electrical Engineering.

Find out more

Please send an up-to-date CV with cover letter and current salary details to:

Claire Longdon – Human Resources Co-ordinator

Norgren Limited – Blenheim Way, Lichfield, Staffs, WS13 8SY

Telephone:- 01543 265427, or email – askhr@imi-precision.com

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