Job Title: Account Manager

Location: UK

Salary: Competitive, dependent on experience

Job Type: Full-time

Job Description:

We are seeking an experienced Account Manager to join our team in the UK. As an Account Manager, you will be responsible for managing a portfolio of clients, maintaining strong relationships, and delivering excellent customer service. You will work closely with clients to understand their business needs and develop solutions that meet their requirements.

Responsibilities:

* Manage a portfolio of key accounts and maintain strong relationships with clients
* Identify new business opportunities and develop strategies to increase revenue from existing clients
* Deliver excellent customer service and ensure that clients receive the highest level of support
* Understand clients' business needs and develop solutions that meet their requirements
* Collaborate with other departments to ensure that clients' needs are met
* Prepare and present reports on account performance and sales activities
* Develop account plans and implement strategies to achieve sales targets
* Attend industry events and conferences to network and stay up-to-date with industry trends
* Ensure compliance with company policies and procedures

Requirements:

* Proven experience as an Account Manager or similar role
* Excellent communication and interpersonal skills
* Strong negotiation and sales skills
* Ability to build and maintain strong client relationships
* Knowledge of the industry and market trends
* Strong analytical and problem-solving skills
* Ability to work independently and as part of a team
* Experience using CRM software and other relevant tools
* Bachelor's degree in Business Administration, Marketing, or a related field

If you are a proactive, results-driven individual with a passion for customer service and have the required experience and skills, we would love to hear from you. Please send your CV and cover letter to us for consideration.

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