

## **Key Account Manager / Business Development Manager**

Location – Based at our head office in Buxton.

Commutable from South Manchester, Stockport, Glossop, Wilmslow, Macclesfield, Chesterfield, Sheffield, Stoke-on-Trent, Leek, Ashbourne, Matlock, Bakewell, Buxton.

### **Overview**

We are seeking an energetic Key Account Manager / Business Development Manager to join our Domestic Division sales team, the role is mainly based at our head offices with occasional National & International travel, attending most major domestic appliance international trade shows and visiting clients on site. The role may involve international travel for more than 2 weeks at a time.

We are looking for a Key Account Manager / Business Development Manager, who must be interested in product design as well as account management and new business development and be willing to embrace a degree of technical detail.

Initially you would be expected to enhance the skill set of an already successful international sales & networking team, working with existing clients whilst also exploring new business opportunities and building long term relationships. These customers are a mix of brands, retailers and traders largely within the small domestic appliance market. With this in mind, excellent networking skills and the ability to build relationships both internally and externally are essential.

The role is based in Derbyshire with daily travel to the office a firm requirement, as networking with the UK and Hong Kong teams daily is vital to the continuous flow of information.

This really is a varied role where the ideal candidate must be able to grasp and present the intricacies of a technical product as well as understanding a customer's range structure and plan product offerings to suit. It will allow the successful candidate to work closely with well-known, global household brands in the UK and overseas. To succeed you need to be flexible, with the ability and desire to be involved with a range of disciplines including sales, marketing, design and commercial functions. Tasks may include carrying out market research both through desk research in the office and through sales channels either in the UK or abroad, thorough preparation of product presentations and direct follow-up with customers.

### **Key skills / requirements:**

Working with existing clients, but the role will also involve contacting potential new clients and therefore overcoming initial objections in order to build long-term relationships.

A minimum of 2 years' customer facing sales experience required.

A flair for product design and a willingness to embrace technical information, with the support of the established engineering team.

Language skills are desirable, fluent in German would be a distinct advantage

Educated to Degree or HND level, ideally in a technical or business related discipline.

Excellent IT and Communication skills, both written and oral. Outlook, Powerpoint & Excel / Google Docs are dominant in this role.

An outgoing personality and proven experience in relationship building.

Experience in the small domestic appliance market is desirable, but not essential.

**Please email your CV and covering letter to [m.beesley@ottercontrols.com](mailto:m.beesley@ottercontrols.com)**