

Sales Account Manager

Do you enjoy working with clients to make their ideas a reality and fulfilling their challenges? If so and you are experienced in Electronic manufacturing sales, this role provides the perfect career opportunity for you to apply your skills and reap the rewards, as part of a reputable and growing business.

Who will I be working with?

Altimex Ltd is a vertically integrated electronic manufacturing services (EMS) provider. Our presence, world class culture and end-to-end service enables our customers to focus on driving their businesses forward.

Altimex is part of an award winning Group providing electronic manufacturing services, design & consultancy and specialist LED lighting. The company is innovative and ambitious, supporting one-off bespoke projects as well as large scale high volume roll outs.

We provide an end-to-end service from initial concept and design, prototypes through to electronic and mechanical assembly, with technical advice and service available throughout the entire process. The small yet highly trained teams of experts provide the familiar and friendly service of a smaller company but with the ability to conduct projects of a much larger scale.

Altimex serves several market sectors including Aerospace, Aviation, Security, Medical, Food & Drink and Traffic Management to name a few. Continued expansion has seen the company recently re-locate to the high growth facilities at Thornton Science Park, at the heart of Cheshire's hi-tech science corridor with an additional manufacturing site in Warrington.

Account Manager - Job Description

You will be required to support all customer facing activities. You will have revenue and profitability targets based on existing and new accounts. You will be expected to deliver to these targets by developing a close relationship with all our clients and ensuring their orders are fulfilled promptly and in accordance with their requirements whether they are cost, technical, quality or delivery related. You will be responsible for co-ordinating the efforts of other departments to resolve any difficulties encountered in account execution. You are responsible for developing strategies to promote the growth in existing accounts as well as new accounts.

Job Responsibilities

1. Manage all commercial aspects of an assigned portfolio of customer accounts.
2. Provide front end interface to customer for order handling whilst co-ordinating with the operations team to ensure on time deliveries of orders.
3. Maximise sales revenue from existing accounts.
4. Liaise with relevant departments to ensure the financial health of each account by monitoring its profitability, inventory levels, credit exposure and payments and develop action plans to drive for necessary improvements
5. Guarantee high customer satisfaction by working with the Operations team to consistently meet customer requirements of delivery and quality, as well as any additional customer specific KPI's
6. Conduct quarterly business reviews against account related agreements.
7. Prepare quotations for new projects and lead the commercial/contractual negotiations to secure the projects .
8. Prepare ongoing repeat order quotations for existing projects and lead the commercial/contractual negotiations

9. Develop the long-term account strategies
10. Provide input to senior management of any capability and capacity developments required to meet the account's future needs
11. To ensure the Account Manager workspace is kept clean, tidy and organised in accordance with 5s principles.
12. To ensure adherence to all company and customer, quality and safety standards.

Key Requirements

- Minimum 5 years working experience in Account Management or related positions in EMS
- Good understanding on the delivery requirements for all relevant market sector customers.
- The ability to manage the necessary material and production plans to avoid customer line-down situations
- Initiative and enthusiasm.
- Good organisational skills.
- Good personnel management skills.
- Have the ability to develop a team and understand training requirements as the company continues to grow.
- Technical understanding of electronic systems will be an advantage
- Good grasp on commercial details, with ability to conduct profitability, ROI/ROIC and SWOT analysis as well as other analysis tools
- Able to work within a cross functional and cross cultural team environment
- Comfortable when communicating and presenting to customers be it new or existing
- Conversant with ISO 9001
- Familiarity of IPC610 & J Standard
- Computer literate, familiar with Microsoft Office applications
- High attention to detail 'Skill To Be Developed In The Job'
- Conversant with Company procedure and systems
- Conversant with using an ERP System is an advantage
- A full driving licence

What will I receive in return?

You will be part of an ambitious business where hard work, dedication and contribution to business goals will be noticed and rewarded.

Salary: Competitive, plus generous commission upon reaching agreed targets

Attractive Benefits: 20 days plus public holidays to start off with up to a maximum of 25 days after 5 years service and free onsite car parking. Access to a pool vehicle for customer visits.

Contract Type: Permanent

Hours of Work: 8:30 am – 5.00pm Monday to Thursday, and 8:30pm - 2pm Friday. Flexibility will be required to meeting customer needs.

Location: Chester and Warrington (Cheshire)

All applications to be submitted online to careers@altimex.co.uk and **strictly no agency calls or agency CV submissions.**