

Job Title:	National Account Manager
Reporting to:	National Accounts Sales Manager
Location:	Home based
Objective of Role:	<p>To contribute to the overall delivery of New Homes commercial targets, by strategically managing some of our largest corporate accounts both at head office and at regional level. This will involve detailed and professional account management as well as a focused sales approach. To achieve individual revenue goals and activity targets To develop & convert new business opportunities.</p>
Key Responsibilities:	<ul style="list-style-type: none"> • To manage relationships and present at Director and Board level of Rightmove's corporate developer customers. • To deliver presentations to customers at regional or head-office meetings. • To interpret data and information in review meetings with customers enabling them to better understand their business and market/s • To design strategic account plans that are tailored to each customer. • To present each strategic account plan to management and be able to justify why it is the correct approach for the customer. • To liaise with management and contribute to tactical decision making. • To be able to follow through to conclusion each element of the strategic account plan. • To ensure that all accounts have a clear understanding of Rightmove products & pricing structure and to deliver value-added solutions against their business needs. • To be a constructive team member within the National Accounts Team in terms of sharing ideas and helping with problem solving and decision making. • To achieve individual sales revenue targets & activity targets. • To convert new business prospects in the region. • To liaise with internal support functions such as Customer Services and Finance to ensure smooth management of the billing & administration process for your customer base. • To attend monthly national/regional meetings to give updates & feedback to the National Accounts Team and to management • To manage the day-to-day relationships with external parties in support of company objectives and policy.

	<ul style="list-style-type: none"> • To drive the satisfactory resolution of customer queries and disputes • To be a positive role model & ambassador of Rightmove company values and behaviours. • To take responsibility for self-development to support the achievement of personal objectives. • To help to drive and support your team around you.
Requirements:	<ul style="list-style-type: none"> • Proven account management experience & relationship building skills. • Competence in liaising with customers at all levels of hierarchy • To be able to demonstrate highly effective interpersonal skills. • Previous experience of strategic planning and tactical decision making. • Previous experience of presenting to an audience. • Proven outstanding sales and negotiation skills, and consistent over achievement of targets. • Experience working in a multi-product environment. • Demonstrable business acumen. • A strong belief that 'good enough is never good enough'. • Structured, disciplined, energetic, committed to individual and group improvement. • Open & honest team player. • Analytical, with previous exposure to data analysis, and a keen eye for detail. • Problem solver with the ability to take ownership and resolve issues. • Able to challenge ideas and ask probing questions • Must be confident using a PC, particularly competent with Microsoft Word, Excel & Powerpoint
Conditions	<p><i>Benefits include:</i></p> <ul style="list-style-type: none"> • Company car & fuel card • Laptop & mobile telephone • Private Health Insurance for employee & dependents • Life assurance • Company contributory pension scheme <p><i>Full, clean driving licence required.</i></p>