

Job Title:	Account Manager
Reporting to:	New Homes Area Sales Manager
Location:	Home based covering Manchester, Carlisle, Preston, Blackpool, Bolton, Blackburn, Bradford, Oldham, Wigan, Halifax and Huddersfield postcode areas.
Objective of Role:	To contribute to the overall delivery of New Homes commercial targets, by managing designated regional & independent major accounts to achieve individual revenue goals and activity targets. Effectively manage the customer base & product mix across existing business & also develop & convert new business opportunities.
Key Responsibilities:	<ul style="list-style-type: none"> • To achieve individual sales revenue targets & activity targets. • To convert new business prospects in the region. • To manage the customer base to deliver first class account management with regular & timely review meetings • 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 liaise with internal support functions such as Customer Services and Finance to ensure smooth management of the billing & administration process for your customer base, plus the provision of any supporting sales reports. • To attend monthly national/regional meetings to give updates & feedback. • To manage the day-to-day relationships with external parties in support of company objectives and policy. • To drive the satisfactory resolution of customer queries and disputes, e.g. in relation to aged debt and invoice queries. • 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 outstanding sales and negotiation skills, and consistent over achievement of targets • Excellent relationship-building and account management skills • Experience working in a multi-product environment • Solid business acumen and a good level of industry knowledge • A strong belief that 'good enough is never good enough'

	<ul style="list-style-type: none"> • 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
<p>Conditions</p>	<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>