

JOB DESCRIPTION

Job title: Account manager (Europe)

Department: Motorsport sales

Reporting to: Senior account manager

Location: Banbury

Job purpose:

- The sale of Motorsport products and services

Key responsibilities:

- Effective management of a specific regional territory to include:
 - Development and maintenance of existing accounts
 - Proactive development of new accounts
- Effective management of the range of products and services offered by Prodrive to include:
 - WRC & Group N Car Product Sales
 - Supply and management of car parts and rebuild work
 - Supply and management of Customer engineering services
- Implementation of agreed trading terms covering the range of products and services across all accounts
- Responsible for processing and despatching of customer orders via sales operation team
- Updating customer files, database and customer account information
- Customer account debt control and cash flow management
- Accurate and timely forecasting of business region by account
- Meeting/exceeding agreed vehicle/parts turnover and profit targets per month

	Essential / Desirable
Professional qualifications / training <ul style="list-style-type: none"> • 'A' level standard or higher • Fluent in Italian or French 	Essential Essential
Knowledge / experience <ul style="list-style-type: none"> • Previous experience as an Account Manager or similar position • Experienced Account Manager – existing and development accounts • Experience of selling both product and services • Experience in annual contract/programme negotiation • Ability to adapt from key accounts (teams) to individuals • Knowledge of the Automotive industry or Motorsport industry could be an advantage and an appreciation of rallying 	Essential Essential Essential Essential Essential Desirable
Specific job skills / abilities <ul style="list-style-type: none"> • Computer literate, including Microsoft PowerPoint, Excel, Word, Outlook, and also effective database management 	Essential
Interpersonal skills <ul style="list-style-type: none"> • Self starter/highly motivated • Massive drive for results • Clear focus • Team player • Smart appearance • Effective at organising and prioritising a high work load • Excellent communication skills • Excellent presentation skills 	Essential Essential Essential Essential Essential Essential Essential Essential
Values Can do Must possess a positive attitude and display the ability to identify alternative solutions to problems Relentless In exceeding customer expectations and continually exceeding goals Rigorous A commitment to achieving the best solutions Creativity Endeavour to find new ways of doing things and learn from past experiences	Essential
Terms and conditions 25 days holiday, life assurance three times salary, free fitness assessments and advice from our 'Fit 4 Life team', free financial advice through an independent financial advisor, opportunity to join a group personal pension, childcare vouchers and company discounts eg motorsport merchandise.	