

JOB DESCRIPTION

Job title: Account Manager

Department: Aston Martin Racing – AM Management

Location: Banbury

Job purpose:

Responsible for the sales business of race cars, parts and services worldwide and managing automotive customers in respect of the following:

- delivery of turnover and profit budgets
- delivery of cash targets
- growth of overall product sales and market share
- ensuring maximum client satisfaction through meeting key objectives, maintaining excellent customer relationships and building new relationships
- additional revenue generation for AMR, and the development of business via any potential third parties and agents
- development of all product lines to maintain competitive position
- assisting the Commercial Director with new business opportunities and generating leads

Key responsibilities:

- To grow the turnover and profitability of AMR
- Development and maintenance of product and market plans for each product line consistent with strategic plan
- Liaison with race team in new product development and improvement.
- To develop, motivate and set goals for the sales support team
- To identify appropriate weaknesses and make recommendations for the improvement of the efficiency of the department as a whole
- Day to day management of budgets, ensuring all invoices are submitted to the client and paid in line with the contract payment
- To regularly report with the Finance Manager on the progress of sales including technical and budget status to the client
- To prepare annual budget forecasts for nominated customers, identifying nature of projects and projected income
- To contribute to the overall development of the Prodrive business strategy and objectives
- Account management of customers' production of marketing and activation plans, management of client marketing budgets and regular client reporting
- To provide support at events as defined by the marketing strategy
- To assist with new business opportunities to the highest level, supporting income generation and budget management in each case

- To expand the AMR business through the identification and acquisition of new business both with new and existing clients
- To proactively build relationships using a robust knowledge of the market
- To undertake negotiations with prospective clients in the development of proposals covering financial, technical and timing objectives. This includes liaison at all levels including senior executives. To contribute to achieving income and profit targets set by the Company for the division
- To contribute to the development of the overall AMR strategy and to explore and examine new business opportunities relevant to the business objectives
- To initiate and manage the preparation of proposals with the Commercial Director and contracts in response to client enquiries, ensuring relevant inputs are robust, valid and accurate. To ensure approval of the proposal in line with the Company procedures is obtained before submission of the proposal to the client
- To be the first point of contact with existing and potential clients, ensuring regular, reporting and contact is maintained
- To provide feedback to the Commercial Director on market opportunities and developments

Key measures:

- Customer satisfaction (by survey/feedback)
- Car sales targets/revenue achieved
- Profitability of after-sales activity.

	Essential / Desirable
Professional qualifications / training <ul style="list-style-type: none"> • Educated to a degree level • Language skills would be advantageous 	Essential Desirable
Knowledge / experience <ul style="list-style-type: none"> • Experience in the Motorsport industry, either within a vehicle manufacturer or with a Motorsport business • Experience of selling both product and services • Track record of involvement in vehicle manufacturer account management, and after-sales in Motorsport • Experience in sales and marketing activities with the automotive or related industries. • Awareness of key players (OEM and first tier) and global automotive market development trends 	Essential Essential Essential Essential
Specific job skills / abilities <ul style="list-style-type: none"> • Effective at organising and prioritising a high workload • Must have a flexible attitude and carry out whatever work is required; long and unsociable hours will be expected • Ability to travel worldwide on business in-line with business needs • Computer literate, including Microsoft PowerPoint, Excel, Word, Outlook, and also effective database management • Commercially astute 	Essential Essential Essential Essential Essential Essential
Interpersonal skills <ul style="list-style-type: none"> • Excellent people skills, ability to deal with people at all levels • Self starter / highly motivated • Exceptional drive for results • Clear focus • Team player • Smart appearance • Excellent communication skills • Excellent presentation skills (polished presenter) • Proactive 	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	Essential

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	
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.		