

JOB DESCRIPTION

Job Title: Account manager – central Europe

Department: Motorsport sales

Reporting to: Senior account manager

Assistance: Account managers
Sales operations team member

Location: Banbury

Job Purpose:

The sale of motorsport products and services

Key Responsibilities:

- 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 for your team

Person specification:

- Experience of selling both product and services
- Ability to adapt from key accounts (teams) to individuals
- Knowledge of the automotive industry or Motorsport industry would be an advantage
- Previous experience as an account manager or similar position
- Computer literate, including Microsoft PowerPoint, Excel, Word, Outlook, and also effective database management
- Language skills appropriate to the region

Special aptitudes:

- Self starter/highly motivated
- Massive drive for results
- Clear focus
- Team player
- Smart appearance
- French / Italian language speaking
- Effective at organising and prioritising a high work load
- Excellent communication skills
- Excellent presentation skills
- Flexible to work abroad, if required

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

Terms and conditions

25 days holiday, life assurance three x 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, hours of work 8.30 am to 5 pm, childcare vouchers and company discounts e.g. motorsport merchandise.