



Challenge yourself.



ALS provides a broad range of testing and analytical services to a wide variety of end markets and industries around the globe. We are at the forefront of the testing services industry, building an enviable reputation.

Account Manager/BDM - Coventry

About the Position:

Hours Per Week: 37
 Shift: N/A
 Basis: Permanent
 Salary: Dependant on experience

Closing Date: 19th January 2022

We are currently recruiting for an Account Manager or Business Development Manager (depending on experience and fit) to work within the Sales team at Coventry.

The successful candidate will report to the UK Sales Manager and be required to carry out the following.

Key Duties & Responsibilities:

- Contribute to the development and implementation of the overall sales strategy within ALS Environmental.
- Develop sales plans for the region and deliver by proactively monitoring actions and co-ordinating others involved in related sales activities.
- Manage the negotiation process for key bids, annual agreements, and Service Level Agreements with clients within the region.
- To conduct regular visits to clients in line with service level agreements and to proactively manage accounts to sell the benefits of ALS.
 - To lead on Key Accounts, and prospects, in the region to achieve financial key performance targets.
 - To develop and build relationships with smaller accounts and where feasible build these into Key Accounts.
 - To retain, win back and grow revenue.
 - To assure the timely delivery of accurate, and commercially sound, quotations and tenders to clients.
 - To resolve day to day issues experienced by the client up to and after the point of sale.
- To deliver agreed revenue targets for the allocated region, identifying new sales opportunities and closing these to achieve sales targets agreed with the Sales Manager.
- To meet regularly with key stakeholders and decision makers in their region, to understand market opportunities and associated lab testing requirements. These activities will contribute to maintaining and filling the sales funnel.
- To consciously promote the development of excellent client relationships through their own activity and that of the wider Sales team.
- To meet or exceed the weekly, monthly, and quarterly targets and KPIs as agreed with the Sales Manager.

- Identify and develop new business initiatives, markets and products in the business sector and ensure that they are effectively managed and taken through to completion in consultation with the Sales Manager.
- To ensure all opportunities are captured in a monthly report. The monthly report will also capture any other information relevant to the sales function of the company, including market intel, client and competitor news.
- To generate reports and action plans following all client interactions and ensure appropriate follow-up as necessary.
- To prepare reports and attend sales meetings to review and plan opportunities with the Sales Manager, and to ensure that the visit reports and sales funnels are up to date.
- To ensure that systems are accurately updated to allow a clear and accurate view of the sales within the accounts and territory and to promote timely interventions with clients.
- To lead on agreed sales and marketing campaigns to generate new sales as required.
- To identify the requirements for new and updated marketing materials and assist in their development, production, and distribution to all relevant recipients as required.
- Maintain a high profile for ALS in appropriate scientific and commercial forums, supporting the marketing activity for the business.
- Contribute to the development of sales team and general commercial budgets and business plans.
- Contribute positively to Sales team meetings, supporting and challenging team members to deliver ever improving sales outputs.
- Work with other Account Managers with shared clients to deliver a coherent sales and marketing approach.
- To demonstrate at all times behaviors which support the company values.

About you

The successful candidate will ideally have a proven track record in Account Management and/or Sales within a technical environment, the testing and analysis market, or an associated industry. They will have previously worked in a sales environment with proven experience of delivering client excellence.

They will have a strong commercial acumen and be able to work with the Sales Manager, other field-based Account Managers/BDMs and the Client Services team in developing and closing profitable sales opportunities.

Excellent interpersonal, communication, influencing and negotiating skills are essential. The successful candidate must be able to work on their own initiative, manage their own time and use diplomacy, assertiveness and leadership skills appropriately.

The successful candidate will ideally have an appropriate scientific degree (preferably chemistry or environmental science). They must have, or be able to quickly develop, a working knowledge of relevant laboratory processes and will benefit from having laboratory experience gained within the environmental industry.

Candidates must be computer literate with a good working knowledge of the Windows suite including Word, Excel and Outlook software. Database knowledge is preferred but not essential.

Employee Benefits Include:

- Annual Leave, 25 days plus 8 public holidays
- Enhanced Company Sick Pay Scheme
- Celebrating Success Recognition Awards
- Learning/study support and Professional Fees paid
- Group Personal Pension Plan
- Life Assurance
- Childcare Vouchers

Looking for further details?

To apply for this role please contact: Greg.Adamson@ALSGlobal.com

This is an excellent opportunity for a motivated and skilled person, who is focused on providing excellent service to our clients, to develop their career in an international company.