

## **Account Development Representative**

**Type:** Permanent - Full Time

**Location:** Remote (United Kingdom, Europe)

### **Description:**

They are experts in their field and are searching for an Account Development Representative to join their expanding sales team. If you have a sales / account management / business development background, have a keen interest in the manufacturing industry and are looking to work for a global company, then this would be of interest to you.

This is a home-based, remote position that needs to have the ability to attend occasional gatherings at the UK sales office in Bridgend, Wales.

### **Job Duties:**

- Key project promotion (researching, networking, and prospecting)
- Generate sales and supply leads
- Qualify leads from the lead generators
- Database expansion - identify new customers
- Database management - unqualified > qualified facilities - accurate customer data
- Inbound/ outbound call handling
- Respond to machinery and equipment enquiries/ needs

### **Requirements:**

- Must be able to work on own initiative
- Experience in a manufacturing industry desirable
- Have a competitive nature and be confident
- Be a creative and strategic thinker
- Excellent teamwork skills as working with colleagues globally will be essential
- Excellent telephone manner, ability to communicate at all levels as you may be liaising with CEOs and / or Engineers from all over the world
- 2-year experience within a sales environment or account management role
- Have a good understanding of the LinkedIn/ Sales Navigator tool

### **Benefits:**

- • Competitive salary (depending on experience)
- • Monday to Friday with Flexible working hours
- • Home based (attend UK sales office occasionally)

### **Contact:**

Email Resume to: [Human Resources - Europe](#)