

Vacancy

Sales

Job title: Account Manager (m/f)
Location: Reading, UK
Hours: fulltime

You may not always realise it, but our daily lives depend to a large extent on the complex underground cable network that provides us with our energy and communication needs.

Filoform specialises in the production of materials for connecting, sealing and protecting underground cable networks. Our products are essential for the construction of a reliable and future-proof cable network in the face of constantly increasing demand for data and energy. We are headquartered in the Netherlands and have subsidiaries in England and Germany. Filoform is part of the CRH plc group and together with Cubis, NAL and Oldcastle it forms the Infrastructure Products Europe division. Due to the continued growth of our business, we currently have a vacancy for a:

Account Manager (m/f)

Location: Reading, UK

As an Account Manager you have the following responsibilities:

- Develop a thorough understanding of key client and industry needs and requirements, and developing customised product solutions
- Assist with implementation of the sales and marketing plan, and to expand the customer base in line with agreed strategy
- Cross-selling of the full portfolio of Filoform and associated products within new and existing accounts
- Achieving agreed sales and development targets, in line with budgets
- Adhering to the company's policies, procedures and Code of business.
- Attending exhibitions to promote the Filoform brand

Our ideal candidate has:

- Previous experience within the electrical products industry; however, not necessarily external
- Proficient experience with Microsoft applications
- Strong negotiation skills
- Demonstrated ability to communicate, present and influence credibly and effectively at all levels of the organization
- Experience in delivering client-focused solutions based on customer needs
- Proven ability to manage multiple projects at a time while paying strict attention to detail.

- Excellent listening, negotiation and presentation skills
- Excellent verbal and written communication skills

Filoform offers you a fulltime position in a fast growing business. With lots of opportunities to grow. Even within the CRH business.

Interested?

If you would like to be considered for this position, please forward a covering letter and C.V. by email to e.vanberkel@filoform.com. All applications must be received by Friday 1th of July 2022.