**Job Specification**

**Job Title:** Sales Account Manager

**Reports to:** Managing Director

**Contract Type:** Permanent

Are you driven by achieving sales through developing and maintaining effective relationships?   Do you have demonstrable experience of achieving business to business sales targets within the manufacturing industry?

If this sounds like you we would love to hear from you as we are looking for a driven and motivated Strategic Account Manager to join our sales and marketing department to deliver against ambitious growth targets.

The business operates on a global basis through a worldwide network of distributors.  With a comprehensive and diverse portfolio of materials KPMF provides the perfect product for signage, vehicle wrapping, graphics, digital printing, automotive and functional applications. Using the latest in technological developments and laboratory facilities KPMF demonstrates expertise in the development of new and niche products for its customers

The key element of the role is to maintain and expand customer relationships and develop potential opportunities, aiming to increase sales through existing and new distribution channels.   Reporting to the Managing Director, you will have responsibility to achieve the sales targets assigned to key accounts and to maximise the value of the account across KPMF’s product range.

We offer a competitive salary and benefits package which will be discussed with shortlisted candidates.

To apply for this exciting opportunity, please submit your CV, salary details and a brief supporting statement outlining the reasons why you would like to be considered for the post and how you meet the following requirements:

* Relevant bachelor degree in business, sales or technical field
* Demonstrable sales experience in a business-to business manufacturing environment.
* Experience of working through partnerships or distribution channels would be advantageous
* Experience of working in a Printing/Coatings/Chemical industry is desirable
* Understanding of digital and print marketing tools would be desirable
* Ability to speak German or any European language would be advantageous
* Willingness to travel on a regular basis within the UK and European and on occasions worldwide