



### THE POSITION

Lambert is looking for a Key Account Manager to combine technical knowledge, relationship management and market development skills to deliver strategically aligned and profitable partnerships with selected key accounts.

**POSITION:**  
Key Account  
Manager

**DEPARTMENT:**  
Sales

**TYPE:**  
Full Time

**LOCATION:**  
**Lambert**  
Station Estate  
Tadcaster  
North Yorkshire  
LS24 9SG  
United Kingdom

### RESPONSIBILITIES

- Interpret the company sales strategy and develop effective plans to successfully identify appropriate customers & opportunities within the chosen sectors.
- Characterise targets and create strategic business needs analysis.
- Effectively present and sell the business along with its full range of USP's for each business unit..
- Deliver appropriate and strategically aligned validated tenders in to the business.
- Create winning sales strategies and manage the tender development, sale & negotiation process from start to finish.
- Create detailed and winning quotations for AS, Innovations & EE projects.
- Support project teams during implementation phases with technical and commercial leadership.
- Manage customer relationships and constantly understand their relevant strategic corporate needs.
- Network with strategic supplier partners to identify potential opportunities.

## DESIRED SKILLS & EXPERIENCE

A proven, high level of skill in the following areas:

- Understanding of strategic selling and customer relationship management.
- Understanding of general engineering and machine building processes.
- Good negotiation and commercial skills along with a strong understanding of market pricing and competitor influence.
- Proven track record in capital equipment sales or solution selling environment.
- Experience at working both independently and in a team-oriented, collaborative environment
- Experience of presenting technical solutions, company presentations and unique selling points.
- Strong commercial awareness, organisational, time management and presentation skills with a professional approach to business problem solving in a customer environment.
- Proven ability to bring sales projects to successful completion.

## THE PERSON

- We are looking for someone who is HNC/Degree qualified in a relevant engineering discipline
- You will be able to demonstrate leadership, excellent communication skills, strong commercial acumen and negotiation skills and the capability to build strong, long-term customer relationships.
- Ability to communicate effectively at all levels with both team members and customers who come from a broad spectrum of disciplines, adjusting your approach or communication channel to suit the circumstances
- Ability to elicit co-operation from a wide variety of sources, including upper management, clients, and other departments.
- You will have well-developed IT skills – (MS Project and MS Office essential) as well as strong written and oral communication skills and strong interpersonal and negotiation skills.
- We are looking for you to demonstrate flexibility during times of change whilst maintaining your persuasive, encouraging, and motivating approach.
- Valid Driving Licence

**Closing date: 26<sup>th</sup> January 2018**

**If you would like further information or details of the full job description please contact HR. If you wish to apply please forward a copy of your CV together with a covering letter to [hr@lamberteng.com](mailto:hr@lamberteng.com). It is your responsibility to advise your current line manager of your application.**