



THE POSITION – Key Account Manager

Lambert is looking for a Key Account Manager to combine technical knowledge, relationship management and market development skills.

YOU WILL.....

- 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.
- Create winning sales strategies and manage the tender development, sale & negotiation process from start to finish.
- 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.

YOU WILL NEED....

- Understanding of strategic selling, customer relationship management, general engineering and machine building processes.
- Experience of presenting technical solutions, company presentations and unique selling points together with good negotiation and commercial skills and a strong understanding of market pricing and competitor influence.
- Proven track record in capital equipment sales or solution selling environment and bringing sales projects to successful completion.
- Strong commercial awareness, organisational, time management and presentation skills with a professional approach to business problem solving in a customer environment.
- We are looking for someone who is HNC/Degree qualified in a relevant engineering discipline who is able to demonstrate leadership, excellent communication skills, strong commercial acumen and negotiation skills and the capability to build strong, long-term customer relationships.

OUR EMPLOYEE BENEFITS

- 25 days annual holiday + statutory bank holidays
- Enhanced Pension Scheme
- Annual Pay Review and Annual Profit Share Bonus
- Flexible Working Hours and option to buy extra holiday
- Death In Service Benefit, Optical & Dental Contribution and Childcare Vouchers
- Suggestion Scheme, Subsidised Canteen, Health Surveillance
- Free car parking

If you would like a copy of the full job description please contact careers@lamberteng.com

If you would like to apply, please send a copy of your CV and covering letter to careers@lamberteng.com