

## Key Account Manager

The Key Account Manager plays a pivotal role in driving company revenue whilst delivering exceptional customer service. If you are confident in forming strong working relationships, discovering new business opportunities and providing the best possible customer care, come and join our dedicated team of experts.

Based on the Shropshire/Worcestershire border, we are an award-winning, food ingredients company supplying national and international industrial bakeries.

This role is largely office-based with regular opportunities to travel and some flexibility to work from home.

### Benefits:

- Performance-related pay reviews and bonuses
- Thorough induction process and training with exposure to the entire business
- On-site gym
- Opportunity for career progression
- Friendly staff with a can-do, positive attitude
- Regular social events such as fundraising days, quarterly celebrations and an annual Christmas party

### Key responsibilities include:

- Agreeing pricing and commercial arrangements with customers in line with company strategy
- Cultivating long-lasting relationships with customers with a focus on value-based selling
- Building expert knowledge of your customers, their competitors and the markets in which they operate
- Identifying opportunities to improve sales performance and drive growth
- Carrying out regular customer visits, trials, demonstrations, and commercial negotiations
- Creating unique selling propositions for new and existing customers
- Being proactive and working with planning and production teams to ensure accurate customer sales forecasts
- Managing customer feedback and product approval processes
- Providing regular updates on current projects and accounts

### The successful applicant will:

- Have a minimum of 3 years' sales experience within a B2B environment
- Have prior experience in the food & beverage manufacturing or distribution industry
- Be computer literate with proficiency in Microsoft Office and CRM systems
- Have excellent communication, negotiation and presentation skills
- Be proactive and customer-focused with strong time-management skills
- Work well in a team, utilising strong initiative and leadership
- Be detail-oriented with the ability to multi-task and operate under pressure

We offer a comprehensive training programme for those individuals wishing to further their career and we pride ourselves in developing staff to maximise their potential.

Please note that, due to the rural location of our business, you must be able to drive as there is no public transport.

***It is ESSENTIAL that we receive a cover letter with your CV if you would like to apply for this role. Applicants failing to do this will be instantly rejected.***

### Kudos Blends Limited

Registered Office: Old Station Business Park, Cleobury Mortimer, Kidderminster, DY14 8SY, UK.

☎ +44 (0)1299 271 333 ✉ info@kudosblends.com [www.kudosblends.com](http://www.kudosblends.com)