

Business Overview

Join a high-growth global £200m+ revenue business with manufacturing operations within the UK, Ireland, Netherlands, France, and Germany supplying international clients. Our solutions-focused manufacturing offers a whole range of products designed to simplify complex infrastructure projects.

Our market-leading brands, Cubis Systems, NAL, and FILOform, supply smart, safe, and sustainable product solutions to a range of construction sectors. Through innovation, we enable construction partners to optimise efficiency and safety through pioneering products designed for simplicity, speed, and reliability.

Position: Account Manager (Cable Joints & Accessories) – UK & Ireland

Reports to: Commercial Manager

Role Overview: The Account Manager will focus on customers across the UK & Ireland, with specific responsibility for the development of our low voltage Cable Jointing & Accessories products, resulting in optimal sales and an efficient and profitable product delivery. The role will be creating value for customers in the Transportation Sector so that future solutions and sales can be achieved based on a strong relationship and customer experience. To achieve this, the Account Manager will work closely with other UK based Account Managers, product groups and brands of the wider CRH Infrastructure Products Division in order to achieve greater market share and product awareness.

The role will be based in UK and aligned with the company's growth strategy for Filoform products.

Key Accountabilities:

- Prepare plans & actions that represent the defensive and offensive goals of the business across UK & Ireland
- Ensure that a close relationship and strategic engagement is had with key decision makers in the target customers and asset owners.
- Responsibility for aspects of the distribution partners in the region in order to maximise growth and deliver on budgetary targets.
- Implement on account plans for each distribution partner in the region on an annual basis
- Deliver on annual budgets for sales & margin.
- Identify and anticipate market and customer needs and expectations whilst realising opportunities as they present themselves.
- Identification of key trends, opportunities, and risks for the business across Europe and the UK.
- Regular communication, prioritising, and delegating tasks to customer service team members.
- Updating and maintenance of the CRM tools
- Providing up to date and accurate sales pipeline forecasts
- Communicating pricing levels and delivering on customer margins.
- Maintaining a good relationship with new and existing customers.
- Offering proper and timely sales support to the customers.
- Presenting Business / sales reports / forecasts on a monthly basis.
- Organizing training sessions for customers as and when needed.
- Understanding the needs of the customers and notifying them about the available products and services.
- Liaising with key internal and external stakeholders across all IPE sites, as appropriate.

Key Performance Indicators:

1. Budgeted Sales & Margin
2. Customer Service Levels
3. New Business

Experience and Training:

- Experience in a specification sales role with low voltage products/cast resin joints
- Proven track record to achieve sales targets.
- Ability to grow revenue and customer base by both value selling and result-oriented sales techniques.
- Customer-oriented individual and an outstanding problem-solver.
- Experience in analysis and follow up of Key Performance Indicators.
- Excellent oral and written communication skills.
- Strong negotiation and sales skills.
- Proficiency in Microsoft Office tools.
- A keen eye on details for accuracy.
- CRM and formal Sales Training would be advantageous.
- Good time and project management skills.

Essential Criteria:

- Degree in Sales, Business Administration, Business Management, Engineering or a relevant field
- The Account Manager must be mobile and have flexibility to travel both within mainland UK & Ireland.

Essential Competencies:

1. Ensures accountability
2. Collaborates
3. Communicates effectively
4. Manages complexity
5. Manages conflict
6. Customer focus
7. Builds networks
8. Persuades
9. Plans and aligns
10. Resourcefulness
11. Strategic mind-set

*This list is not exhaustive and will be reviewed in line with changing business requirements, a good degree of flexibility and adaptability is critical to this role.

If you are interested in this role, applications can be submitted via recruitment@cubis-systems.com before **Thursday 24th October 2024**.

FILOfarm is an equal opportunity employer, which values differences in our people. We welcome applicants from diverse backgrounds, and we provide equality through our career development opportunities regardless of race, gender, sexual orientation, religious beliefs, nationality, age, and disability.

What We Offer

- Competitive salary
- Company pension contribution
- A range of healthcare options
- Competitive holidays, including Christmas shutdown
- Employee Committees for Health & Wellbeing and Inclusion & Diversity
- Engagement & Wellbeing initiatives



- Employee referral programme
- Family friendly policies
- Career development opportunities across IPE and the wider CRH Group

About CRH

CRH (NYSE: CRH, LSE: CRH) is the leading provider of building materials solutions that build, connect and improve our world. Employing c.78,500 people at c.3,390 operating locations in 28 countries, CRH has market leadership positions in both North America and Europe. As the essential partner for transportation and critical utility infrastructure projects, complex non-residential construction and outdoor living solutions, CRH's unique offering of materials, products and value-added services helps to deliver a more resilient and sustainable built environment. The company is ranked among sector leaders by Environmental, Social and Governance (ESG) rating agencies. A Fortune 500 company, CRH's shares are listed on the NYSE and LSE.

For more information visit: www.crh.com