

Key Account Manager



Package | 40k plus dependant on experience Benefits | Company Car | Pension | Results driven bonus

Leading Edge Labels & Packaging is an award winning state of the art UV Flexo Label & Film Printer based in Kent, UK offering a wide range of innovative packaging solutions to large retail and blue chip companies globally. With significant ambitions for growth, we are looking for a Key Account Manager who in this role will thrive from the exciting opportunity to work within our dynamically evolving business environment. The chosen candidate will have the ability to genuinely shape & influence the future of the business by developing and winning new business in strategic high profile FMCG Brand accounts.

The Role:

This role would be suited to a highly motivated individual who is confident both in face to face customer relations and cold calling. The successful candidate needs to be dynamic & ambitious, with a background in either working with or for large FMCG Brands.

- Reporting to the Company Sales Director and working with the International sales team, you will be primarily responsible for managing some of Leading Edge's Key Accounts and also developing new business globally. Requirements of the role would include;
 - Account Management in Key Accounts
 - Attending meetings with your various customers and reporting back to the business
 - Preparing bespoke presentations
 - Working on quotations/ tenders
 - Managing Trials and Implementation of new projects
 - Managing re designs of product ranges
 - Clear communicator to business of customer expectations
 - Growing your Key Accounts by winning new business within it
 - Research of new markets and potential new customers
 - Strategising closely with the business
- Global travel will be expected, mainly within the UK and Europe.

Competencies:

- An enthusiastic, driven, resilient individual with a positive can do /want to attitude.
- A team player who is positive, friendly, approachable, flexible and hard working.
- You should show qualities of being pro active, entrepreneurial and innovative.
- An understanding of making that first all important knowledgeable, professional impact.
- Confident in making decisions.
- Excellent communication skills both verbal and written to various levels within the business and customer base.
- A key skill required for this role will be building strong, long term relationships.
- Strong organisational and project management skills.
- Preferred previous experience in a fast moving demanding business, showing you can be calm under pressure.
- Ideally you will possess some knowledge of FMCG and Brands, print and/or our product portfolio.

- Location - Ideally South (2 hour max from Kent) but open and flexible for the right candidate.
- PC Literate - Microsoft Office, Excel, Word and Powerpoint
- Full Driving License

We at Leading Edge Labels and Packaging are continuing to grow at an exciting pace and are looking for a motivated individual to take the business forward with us. If you believe that you have the ideal skill-set for this role and you want to join a dynamic company who value their employees and invest in their future then please apply.

Please send your covering letter and CV along with your current package to charlotte.wood@leadingedgelabels.co.uk www.leadingedgelabels.co.uk