



**BE OPEN
BE GLOBAL
BE NIMBLE**

KEY ACCOUNTS MANAGER

Part of the Kinshofer Group, Auger Torque is a highly successful, fast-growing manufacturing and engineering Company in the Earthmoving Attachment market with global distribution and dealer networks. We manufacture innovative hydraulic attachments used with excavators and associated construction equipment.



With sites in UK, Australia, USA and China we are a global business satisfying the demand for high-quality products in over seventy countries on all seven continents.



THE ROLE

We are looking for a passionate, customer-centric, committed and organised European Accounts Manager to join our high performing European Sales Team who form an integral part of our global business.

The Key Accounts Manager will focus on developing and growing sales through our distribution network in Europe with focus on managing specific key accounts and regions.

They will professionally demonstrate the Auger Torque values being nimble, open and global in all interactions with customers, staff and visitors.

This is a permanent full time role based within our Sales Team at our Hazleton site near Cheltenham with some homeworking. There will be European travel expected with this position to visit customers.

This is a fantastic opportunity for an enthusiastic individual looking to develop their sales and Account Management career.



KEY RESPONSIBILITIES

- Building strong and reliable relationships with customers, dealers and distributors to enable continuous growth of the Auger Torque business
- Strategically manage key accounts to clearly demonstrate and think through the best product solutions for both the customer and the business.
- Pro-actively manage the process flow of customer requirements in the Salesforce tool and Liaising with manufacturing and engineering to support customers
- To bring fresh eyes and inspiration to the Sales processes and team- to explore and implement improvements in collaboration with others
- To ensure good communication is given either verbally or written to all members of staff and customer encouraging team work across the global team
- To actively engage with the Company continuous improvement plan to achieve plans for future growth within the Sales function and company as a whole
- Other duties or activities may be assigned to the Key Accounts Manager according to the requirements of customers, the sales team and the Auger Torque business



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ABOUT YOU

- Able to empathetically build and maintain strong relationships with a range of dealers, distributors and customers.
- Have a proven record of outstanding and tenacious customer relationship management
- Technical sales and Account Management experience in the construction sector is ideal but not essential.
- Confident use of Microsoft Office is required. Knowledge of Sage 200 and familiar with a customer relationship management system (ideally Salesforce) would be beneficial
- Someone who is a driven self-starter willing to learn who delivers what they say they are going to do.
- Someone who is keen to work flexibly and be a consistent role model for the busy team
- Someone who is able to manage multiple stakeholders and prioritise tasks
- Have a thorough, detailed and highly organised approach with a desire for process improvement



This is a full-time role based in our Head Office in **Cotswold Town of Cheltenham**, South West England.
To apply please send covering letter/email and CV to: jobs@augertorque.com