

# Account Manager

## Overview of Bounty

*Bounty has worked with mums and young families for over 50 years, a history we are very proud of. Our journey with Mums runs from pregnancy to birth and beyond, our aim is every Mum has the opportunity to learn, share and save with Bounty.*

## Overview of Role

We are looking for a passionate Account Manager who will partner with and ensure the long-term success of our client's relationship with Bounty.

You will be responsible for developing long-term relationships with your portfolio of assigned clients as well as creating and developing new business clients and connecting with key business executives and stakeholders. You will liaise between clients and cross-functional internal teams to ensure the timely and successful delivery of our solutions according to client needs.

The role requires the successful candidate to be based in our office, located in Welwyn Garden City which is easily commutable from surrounding areas with good transport links. Parking is available on site. The role will also involve travel across the country to attend client meetings. Core office hours are expected; Monday to Thursday 09:00 – 17:30 and Friday 09:00 – 17:00.

As an Account Manager you can expect to earn a competitive salary and benefits including 27 days holiday, access to our Corporate Perkz Benefits and pension.

The Sales team within Bounty is well established. Working with reputable clients within the industry as an Account Manager you will be working to:

### **Key Revenue Responsibilities (including client handling):**

- Be responsible for achievement of agreed revenue targets across all Bounty channels and taking account of profitability performance of each campaign. Developing and maintaining professional working relationships with all relevant clients (and associated suppliers) to drive revenue targets.
- Develop, prepare and maintain an active and growing pipeline of sales opportunities which may be activated or accelerated in the event of any forecasted revenues short falls.
- Highlight variances to projected revenues and support with a plan, proposal and timeframes to address such variances.
- Keeping fully updated on industry, category & client intelligence in order that issues that may be affecting clients are understood and/or anticipated and sharing this with other members of the team and key stakeholders to ensure all are kept fully informed of developments within our industry markets.

### **Planning, Administration and Reporting:**

- Be responsible for developing and maintaining effective working relationships with internal stakeholders in order to increase overall company performance through collaborative ways of working.

- Accountable for keeping all company records for your clients accurate and up to date in a timely fashion in the CRM system. You will ensure that all contacts and meetings with your clients are recorded and any subsequent actions are responded to quickly and accurately.
- Ensure that all client proposals are put together professionally and accurately with special attention given to customer needs. You will ensure all proposals/commitments, in particular related to pricing, are discussed and approved with your line manager prior to commitment to clients.
- Through the efficient use of our CRM system you will provide weekly updates on booked revenue, clients contacted, proposals sent and any other weekly metrics required by your line manager.

**Personal Profile**

- Strong numerical and mathematical skills.
- Excellent communication skills
- Delivery focused to strict deadlines
- Driven and motivated
- Collaborative
- Organised
- Attention to detail
- Reliable
- Outgoing
- Smart/professional, business like image
- Work effectively as part of a team
- Flexibility and adaptability to assist and support other members of the team

**Previous Experience**

Essential:

- Media Sales
- Data/ Digital Sales
- Customer Acquisition
- Lead Generation

**Bounty is an equal opportunities employer.**