ecoSURETY

Passionately protecting your environment

ACCOUNT MANAGER

Aztec West, Bristol, UK

Nov 2017

Ecosurety are looking for an influential person, who is also able to be systematic and detailed. The role is to manage our larger existing accounts, providing: a high level of technical guidance; quality customer service to ensure client retention; and identifying cross sell opportunities. Ecosurety manage environmental compliance for our clients in the fields of: waste packaging, electrical and battery regulations.

Reporting to the Team Manager, the successful candidate will work as part of a team of seven, building relationships with our clients that encourage client retention, engagement and growth. We are looking for a candidate with at least three years account management experience, and the role will mainly be office based with some travel to client sites.

Ecosurety are a dynamic team of 33 people, with a passion to support our clients in the field of environmental compliance and to add value though innovation. With a fresh approach to packaging, waste electrical and battery regulations, our clients depend on us to manage their legal obligations. Our clients include major brands such as Co-op, Innocent and Superdry.

Job description

- Key Account Management of gold and silver accounts
- Data collection and analysis for regulatory deadlines
- Ensure a high level of member satisfaction and retention
- Maximise sales opportunities and profitability
- Supervisory responsibility
- Provide clients with relevant regulatory information and updates
- Ensure that the client database and records are kept up to date
- Perform member auditing and ensure compliance requirements are met
- Manage delivery and reporting of set KPIs within industry sector
- Create regular relevant marketing content for the Ecosurety website
- Plan and deliver professional training and networking events
- Monitor, review and improve the efficiency of existing processes

ecoSURETY

Passionately protecting your environment

Person Specification

- At least three years account management experience
- Systematic and logical approach in order to get things right
- Able to meet people with ease and create opportunities
- Ability to understand complex data and technical information
- Adaptable in changing situations whilst continuously striving to get a result
- Willing to occasionally travel and stay away from home
- An understanding of the waste industry and Environment Agency
- Competent in Microsoft Office (specifically Excel and Powerpoint)

Package

- £30,000 to £35,000 per year and bonus
- Full time permanent contract, 8 hours per day
- 25 days holiday plus 8 bank holidays, plus 3 volunteer days
- Gym membership, 5 x salary life Insurance, 3 to 5% Pension, paid sick leave

Please apply online by visiting https://ecosurety.livevacancies.co.uk. For any queries please contact Luke Hutchison (Head of HR) on 0845 094 2228 or email: lhutchison@ecosurety.com. Enquiries welcome.

Ecosurety is an Equal Opportunities employer and welcomes applications from all.

Closing Date: Thursday 16th November, 9am.

Start Date: asap