

## **National Account Manager**

We are on the hunt for an enthusiastic and inspiring National Account Manager to join our growing team. If you're the one for us, you'll be a natural salesperson, hard-working and highly responsive with excellent people skills. A desire to exceed expectations is something that is intrinsic to you.

Kinetik Wellbeing is a health and wellbeing business that prides itself on producing a range of cutting-edge health products including Blood Pressure Monitors, Thermometers, Blood Glucose and many other eHealth Devices. Our mission is to empower health at home for everyone. We are involved in all stages of product development from initial design to getting products on the shelves at some of the biggest UK retailers. Our quest is to become market leaders in our field, and we need your help. We're looking for someone who can be a key part of our sales team and help drive the business forward.

### **Key Responsibilities:**

- Directly managing some of our most important retail and wholesale accounts.
- Increasing sales through new customer generation.
- Building and maintaining strong, long-lasting customer relationships.
- Developing new business with existing customers and/or identifying areas of improvement.
- Ensuring the timely, on-budget and successful delivery of all projects according to customer needs and objectives.
- Preparing and maintaining budgets, internal and customer reports, project timelines.
- Working with the Sales Team in product development, strategic account planning, managing accounts and projects.
- Work closely with the Senior Team to improve and streamline processes.

### **To succeed you will be:**

- Someone with at least 3 years' experience in a fast-moving consumer goods industry at selling; ideally with a proven track record in the healthcare sector.
- Creative, organised and hard-working.
- A communication maestro, adept in communicating internally and externally.
- Experienced at working with retail brands.
- Savvy with customer retail marketing tools with lots of ideas about how to reach our market more effectively.
- A brilliant negotiator.
- A fun and engaging member of the team.

### **Why work for us?**

Our vision is to empower everyone to manage their health at home. The goal is to employ the best people we can and to provide our team with interesting and stimulating work. During your time with us we will offer a competitive salary and benefits, a professional and fun work environment, the opportunity to develop your career through coaching, learning and development opportunities with plenty of time to be

social too. We're proud of our hybrid working policies and ask our team to be in the office (Salfords, Surrey) three days per week.