**Account Manager**

Life Kitchens for Living Ltd

**Overview**:

Life Kitchens is a fifth-generation British family business. Part of the Danesmoor Group, our roots trace back to the early 1900s and we are proud to be part of the largest and longest established kitchen supply and manufacturing business in the UK.

With unprecedented 500,000 sq.ft. in-house manufacturing premises at our headquarters, we also have the industry’s best partnerships with World leading appliance, storage, and material brands.

Based at our Group headquarters, you’ll work closely with our Trade Customers to understand their kitchen and bedroom design requirements and convert these into quotations and orders.

We have an extensive product catalogue with multiple ranges and styles to choose from including lay on, handleless and also traditional in-frame styles.

We offer in-house training and continual support to help you build a successful career, as well as an attractive commission structure and the opportunity to thrive and develop.

As an Account Manager, you should be creative with an aptitude and passion for kitchen and bedroom sales, coupled with a strong commitment to customer service.

**Responsibilities**:

* You will be responsible for the end-to-end customer experience from understanding Trade Customers design requirements, through to quotations and completion of sales
* Opportunities will be provided via quality leads plus you will also be required to prospect for future Trade customers
* You will identify and interpret our clients' needs and deliver their required solutions

**Essential Skills and Experience:**

* Ideal experience of using EQ software package
* Experience of working with Trade customers
* Experience in coordinating the customer journey from concept to sale
* Highly personable and an efficient, professional communicator – both verbally and in the written form
* Competent in the use of Microsoft Office
* A problem solver and lateral thinker who deals well under pressure
* Motivated, with the ability to self-manage and work as team at all levels of management
* Experience of working under pressure
* Must be able to plan and prioritise work schedules to meet workloads and strict customer deadlines
* Excellent attention to detail
* Ability to work unsupervised
* Flexible, open attitude and keen to collaborate, learn and share knowledge
* Proactive problem solver and willingness to own responsibility
* Highly motivated and effective team player
* Excellent communication skills
* Demonstrates a positive ‘can do’ attitude
* Full UK driving license
* Location – Newton Aycliffe Head Office

**Desired Skills and Experience:**

* Extensive kitchen industry experience
* Competent in using EQ software packages