**Major Projects Account Manager**

*Job description & Competences*

Reporting directly to the Major Projects Director, Major Projects Account Managers appointed by Harlaxton Engineering Services will have sufficient experience backed up by appropriate knowledge to confidently market & sell new multi utility connections in the contestable market for industrial and commercial arena.

Major Projects Account Managers are the pivotal for the growth of the Business today and for the future. You will be articulate with your customers and develop the companies’ large portfolio of existing customers. Responsible for providing strong relationship management to new and existing portfolios via external consultants and directly with the end user, you will attain your own personal individual targets contributing to Harlaxton’s turnover and strength of market share. A self-disciplined role, you will assume, with support from the wider Harlaxton SMT, personal responsibility for the planning, and growth of future key Accounts, developing business plans and initiatives that will maximise business potential.

Key responsibilities & duties of the role:

* Generate leads/opportunities through a range of channels
* Organise customer prospects and operate with a clear customer prospect strategy
* Develop and maintain existing customer relationships
* Create and implement customer pricing strategies and sales tactics to differentiate Harlaxton from our competitors
* Provide innovative solutions to influence customer buying habits allowing customers to make well-informed decisions
* Provide activity reports detailing offers submitted, margins applied and feedback on all tenders submitted
* Work with the other sales staff to prioritise prospects and ensure offers are generated and received within a specified time to meet tender deadlines
* Provide accurate customer information on all acquisitions to the management team to allow contracts to be processed efficiently
* Promote and sell additional products to the customer portfolio matching closely the customer
* Assessment & clarification of customer requirements from initial contact
* Ensure any updates from potential customers are logged into the internal systems
* Ensure all Harlaxton Engineering Services procedures are followed
* To record all plans and documents within the internal systems and ensure current versions are always used
* To assist sales administrator on producing accurate, quality, clear & concise quotations to the customer based on their requirements and honest assumptions
* Develop customer relationships and increase sales within the business
* Carry out any other duties as required by Harlaxton management
* Act in the best interests of the company to promote and expand the business whilst providing the highest customer service and satisfaction

Key competencies of the role:

* Be performance driven and capable of delivering a plan to achieve set targets and objectives
* Resourceful and have the ability to work under pressure
* Excellent written and communication skills with the ability to negotiate at a senior level
* Ability to meet target and objectives is key to this role
* Be capable of preparing and delivering presentations
* Have an understanding of commercial construction contracts, i.e. JCT, NEC, etc
* IT Literate and good administration skills are essential for this role
* Full and valid Driver’s Licence
* Organised and auditable trail of works
* Good working knowledge of the Contestable/Non Contestable Connections Market and Regulations
* Good working knowledge of Self-Laying of Water Mains & Services CoP
* Good Working knowledge of HV networks up to 33kv
* Excellent communication skills for ongoing relationship management and prospect management through presentations and written proposals to customers and third party intermediaries
* The individual will be comfortable presenting and negotiating with senior management externally and internally.
* A solid range of IT skills (Excel) is necessary to manipulate data and take advantage of IT systems that assist the Sales Team to manage and deliver customer proposals.
* Deadline oriented to provide time-critical customer proposals / offers.
* Strong teamwork is necessary as the sales cycle touches a number of teams and success hinges on helping to co-ordinate this interaction.
* A flexible working style to contribute to ad hoc projects from internal teams
* The sales channel is a results driven environment. You should be motivated by targets and be driven to provide exceptional delivery in all areas of the position.