



Due to continued success and growth, our UK & Irish office located in Frimley, Surrey is currently looking for an enthusiastic self-starter to come and join the team as an

## ACCOUNT MANAGER ROLE (OFFICE BASED)

### DUTIES WILL INCLUDE:

- › To maintain, develop and increase existing customer sales and profit in a specific UK sales area.
- › To promote and develop relationships as well as to bring in new customer sales and profits in a specific UK sales area via
  - › New leads passed on from Jauch Marketing campaigns, Trade Shows and web leads.
  - › Individual New Business Development.
- › To focus on design creation / component design-in at front end of concept design.
- › To maintain and manage current and new business on a daily basis.
- › To meet and exceed sales and profit targets.
- › To arrange customer meetings via F2F, MS Teams, Phone, Email to promote Jauch and discuss projects.
- › To manage and maintain CRM programmes for new projects.
- › To manage and maintain all relevant IT programmes (MS Teams, Outlook, SAP, etc.).
- › Travel to and attend trade shows as and when required.
- › Monthly area activity reporting to the external sales manager.

### THE IDEAL CANDIDATE:

- › Needs to be a team player.
- › Knowledge of Electronic component industry desirable but not necessary.
- › Experience of Microsoft Office desirable.
- › Knowledge of SAP and CRM systems desirable.
- › Training would be given.
- › Keeping regular contact to existing and new customers.
- › Ability to work to schedules.
- › Attention to detail.

### WE OFFER:

- › Competitive salary and terms for the right applicant.
- › Company Pension, 20 Days holiday + Normal Public Bank Holidays.
- › Normal office hours M-T 08.00-17.00 / F 08.00 -15.30.

### » IF YOU FEEL YOU HAVE THE RELEVANT SKILLS AND EXPERIENCE - PLEASE APPLY NOW!

Please send a CV and covering letter to  
Nicholas Ribton:

**nicholas.ribton@jauch.com**  
**+44 1276 6059 01**

