

Job Description

Job Title	Key National Account Manager		
Status	Full Time <input checked="" type="checkbox"/> Part Time <input type="checkbox"/>	Permanent <input checked="" type="checkbox"/> Temporary <input type="checkbox"/>	
Department	Contract Hire Leasing & Rental		
Reports to	Paul Wright, Sales Director		
Job Purpose			
<ul style="list-style-type: none"> To identify, prospect and develop new client opportunities for Asset Alliance Group for contract hire, asset funding and rental prospects. Working on your own initiative to provide a clear and structured proposition to win and attract new customers. Support the existing portfolio where assigned. Consultative sell 			
Duties and Responsibilities			
<ul style="list-style-type: none"> Duties will be to research and develop new business opportunities in line with our lending criteria. prospect and develop a new portfolio of customers with a relationship driven approach. Build a prospect database and seek new national opportunities with blue-chip operators. Regular contact and prospecting – recording within the CRM database and utilising market knowledge. Develop and share intel and funding opportunity across Group Divisions Manage internal compliances and regulations as a responsible lender and execute account management responsibilities to meet strategic growth and development goals. 			
Requirements (qualifications/skills/abilities)			
<ul style="list-style-type: none"> Time-served experience in HGV contract hire leasing sales and strategic account management. Multi-selling expertise, knowledgeable of industry and customer base. Technical and application experience Personable sales approach and strategy. 			
Special working conditions			
<ul style="list-style-type: none"> None requested or expressed 			
Direct Reports (where applicable)			
<ul style="list-style-type: none"> None 			
Internal Customers		External Customers	
<ul style="list-style-type: none"> All service related department 		<ul style="list-style-type: none"> Customers/Operators Suppliers [restricted] 	
Issued by:	Paul Wright	Date:	5th September 2023
Received by:		Date:	
<p>NOTE: This Job Description is not intended to be all inclusive. Employees may perform other related duties to meet the ongoing requirements of the business.</p>			