

**Job title:**  
National Account Manager

**Hours:**  
35 hours per week,  
Mon – Friday, 9am-  
5pm

**Location:**  
Northern England

**Salary:**  
up to £50,000, realistic OTE up  
to £70,000.

### The Person:

1. Proven track record in new business development through the creation and delivery of client value propositions
2. Experience of having worked effectively in a complex and fast paced organisation, ideally within financial services
3. Deep knowledge of web analytics, lead generation & retention
4. Excellent interpersonal skills
5. Ability to create and leverage relationships effectively, as well as engage and influence particularly at a senior level.
6. Advanced negotiation skills
7. Experience of working across functions, a strong team player, used to sharing ideas and working collaboratively but with the strong motivation and ability to work independently.
8. Evidence of both structured thinking and planning ability that results in tangible outputs and delivery of targets.
9. Self-motivated, able to work on own initiative and under pressure, managing a demanding workload, prioritising effectively and adapting accordingly to an often fast-paced, dynamic environment.
10. Customer focused and solutions driven
11. First rate communication and presentation skills both verbal and written
12. Organised and effective time planner
13. Strong numerical skills and ability to analyse data
14. Ability to think outside the box and drive innovation
15. Open minded and able to embrace and influence change
16. Ethical and honest
17. Able to mentor and develop team members



## Responsibilities:

1. Personally manage the development of new and existing dealers in AM150 to generate profitable business, ensuring that agreed returns customer requirements are met , making a significant contribution to business results
2. Lead the qualification and presentation process in acquiring and renewing AM150 group relationships
3. Become experts in MotoNovo Finance's Products & Services ensuring that innovation and products are understood, promoted and delivered to AM150
4. Maintain a comprehensive knowledge of competitor activities and market trends and compile industry information for marketing purposes
5. Promote MotoNovo at industry networking events
6. Make a significant and measurable contribution to business results by constantly evaluating the business generated at group level; developing and improving the business ensuring suitable mix of business and maximum profitability is achieved.
7. Proactively monitor and identify trends in performance of existing Accounts, and implement strategic plans to improve results or embrace opportunities identified, ensuring management is kept informed.
8. Proactively manage Dealer Funding facilities, maximising profitability and minimising risk, to ensure that the Company achieves the agreed volumes of business. In addition complete dealer reviews in the prescribed timescales, reporting issues to senior management as required
9. Maintain and develop business relationship with Suppliers
10. Deliver, through development and by example, best practice to the MotoNovo sales team.
11. Create and provide Divisional Manager & Regional Manager bespoke reporting for analysing performance and profitability of National Accounts & Brokers
12. Develop, implement and maintain individual customer account plans which identify key activities and priorities in line with company strategic objectives, and thereby maximise profitability.



13. Annually review customer account plans as part of the budgeting process for the following year.
14. Manage performance and development of Key Account Managers including individual objectives and KPIs
15. Maintain a high level of customer service, ensuring customer satisfaction and retention, through building strong relationships across all areas of the customer's business.
16. Maintain regular communication with key external contacts to identify and resolve issues whilst selling new initiatives within existing customer base.
17. Work with other departments as required to ensure that budgeted sales targets, account profitability, customer satisfaction & product integration are achieved across portfolio
18. Fully utilise the MNF difference to ensure that all opportunities within current customer base are maximised to drive account value and profitability.

