

Position: Key Account Manager

Location: Based in South West – remote working with frequent travel to HQ in Cornwall, UK.

Package: Salary £25k – £35k dependent on experience (OTE and excellent benefits)

The Company

At Flexi-Hex[®], our goal is a clear one; to lead a new generation of sustainability within the global packaging industry and raise awareness of the environmental threats currently facing our world. We are a fast-growing start-up that has an award-winning, patented packaging sleeve made from honeycomb recycled paper that is recyclable, biodegradable, strong, adaptable and looks pretty good too.

The Role

We are seeking an experienced Key Account Manager to join our energetic sales team to nurture and support our key UK Distribution Partners. Our customer base boasts several high-profile packaging firms, collaborating on global brands who we work increasingly closely with and are incredibly important to our growth within the UK and beyond. We are looking for someone who is happy with remote based working with frequent travel to our Cornwall head office in Porthleven, especially over the induction period. Initially covering an account base for 6-month maternity cover you will then become an integral part of the UK sales team.

Supported by our Head of Global Sales, you'll predominantly be based from home and will regularly engage with a customer base across the UK to conduct review meetings. You will act as the main contact for your assigned customers, responsible for successfully delivering solutions to meet their needs.

Your success shall also be measured against account growth and gross profit targets which will require you to proactively identify and capitalise on all opportunities to increase sales/profitability by utilising a solution-led sales approach. This role will facilitate and support the team in line with our business growth strategy.

Key Duties

- Proactively engage with prospective customers and manage assigned accounts (typically spending between £50k-£100k) to ensure that the Distribution channel, sales and profit targets are achieved and exceeded.
- Be the main point of contact for allocated key accounts, with emphasis on the building of relationships throughout the business.
- On occasion, contribute to the development of potential global accounts, developing successful partnerships and collaborating with key accounts.
- Work in a constructive manner with your colleagues across internal sales, marketing, supply chain, and finance.
- Work proactively to grow our client portfolio (via a new business sales approach).
- Identify key areas for growth within an existing account base.
- Develop, analyse, and present relevant data and propositions to target accounts including key objectives and deliverables.
- Manage customer stock levels and contractual negotiations.
- Manage customer records through CRM and back-office IMS systems.
- Ensure the achievement of sales and margins.
- Be target driven and results orientated, taking responsibility for your specific channel.

Key Skills

We are seeking a Key Account Manager with customer-service and value based selling experience, who can demonstrate prior success of managing a new customer portfolio both via ongoing account management and new business cultivation. Our ideal applicant will therefore be dynamic, career driven, self-motivated and able to sell with transparency and integrity. You will be accustomed to using a solution-based sales approach whereby customer needs are central to the whole process.

You will need great attention to detail and an ability to learn quickly. We will provide training for our internal systems such as Unleashed and Prospect CRM, but you must be comfortable using Microsoft and online software platforms. You will also have a fantastic telephone manner with the ability to build rapport with customers quickly.

We are looking for someone who embraces teamwork and enjoys a fast-paced work environment, who can manage their time and workload and can hold themselves accountable. You should be presentable, articulate and commercially savvy, but most importantly you must be a good communicator both with your customers and colleagues. You may have worked in a sales or account management position in another industry and are looking to transfer your skillset to work in a passionate start up with a sustainability focus.

Our Core Values:

- **Be Genuine** – We are honest with each other, our partners and customers and share openly through every thread of the company. Why? Because honesty leads to trust and respect.
- **Be Positive** – We focus on the positives not the negatives. We are consultative to our customers, supportive of our colleagues and will have fun on the journey.
- **Be Solution Focused** – Where there are questions, we find answers. We aren't afraid to explore new ideas, to push boundaries and seek new highs. And just like our product, we are innovative and flexible.

To apply, please email careers@flexi-hex.com with your CV and a cover letter explaining why you think you're the right candidate for this role. Please submit by Friday 28th May.