

# Key Account Manager

Location - Milton Keynes & National

Founded in 2002 in Denmark, LogBuy is a very fast growing business specialising in the management and negotiation of Benefits within the Business, Employee and Loyalty markets. In March 2005 LogBuy was launched in the UK and since launch has grown to provide Benefits for 185,000 Small Businesses. Today, the LogBuy Group provides Benefits for over 1 million individuals and 200,000 businesses across Europe (Nordic Region & UK) and employs over 30 key personnel with plans for further expansions across 10 European markets by 2012. In 2008 LogBuy launched its Business to Employee concept in the UK following the successful market leading position it holds in the Nordic region.

We require self-motivated and target driven business sales professionals to recruit new customers for our employee benefits product. To be successful in this role, you will be dynamic and hungry for success. You will desire to work for an organisation, which truly recognises high achievers and ensures that they share in the financial success they bring to the Company. You will have exceptional sales and customer facing experience in the national business marketplace.

## Key responsibilities include:

- To generate new customer business according to set targets
- To seek out potential leads and develop a prospect list/sales pipeline
- To cold call prospective customers
- To close sales both in face-2-face meetings and via telephone, according to set targets.
- To understand the needs of the customer and deliver the benefits of our products in accordance
- To be aware of and deliver LogBuy's strategy and messaging at all times and promote the growing brand
- To fully and effectively utilise the Company's CRM system.

## Required skills

- An ability to demonstrate successful sales experience to national business customers
- Evidence of your ability to meet conversion rates and financial targets in the national business market
- Ability and evidence to show successful closing technique both in face-2-face meetings and over the phone, in a timely fashion
- Ability to develop long-term relationships with your prospects
- Strong negotiation and influencing skills
- Excellent verbal communication skills
- Self-determination and drive
- Commercial awareness
- Commitment and loyalty to the Company, not just the sale
- Ability to work in a fast, target driven environment and achieve targets set within specified deadlines

## Benefits

In return for the above, the Company provides an attractive basic salary and commission scheme designed to reward and accelerate performance.

- Highly attractive and uncapped commission rates
- Health care
- General sales incentives – reward events and overseas travel
- Excellent promotional opportunities for the right candidates
- Additional benefits after qualifying service and dependent on sales performance in order to retain our high performers