

ACCOUNT MANAGER Job Description

HYDAC Technology was founded in 1963 as an independent provider of hydraulic accessories including filtration, accumulators, valves, manifolds, coolers, and electronic sensors. Today we are an internationally established group with over 10,000 employees, 50 branch offices and 500 trade and service partners world-wide.

We currently have a vacancy for an Account Manager within our Industrial Sales Division. The role is field based, predominantly covering the central belt area of Scotland. Although mainly field based within your geographical territory, you will also be required to attend meetings at our Head Office in Oxfordshire, and occasionally at our Headquarters in Germany.

Reporting directly to the Industrial Sales Manager, the successful candidate will be required to actively promote HYDAC products and services with existing and potential customers throughout their region, in a professional and effective manner.

Key Responsibilities:

- Key account management.
- Business development - both new and existing customers.
- Investigate and develop new markets to help expand HYDAC's complete portfolio.

Essential Requirements:

- Technical field sales experience.
- Ability to understand hydraulic circuit diagrams.
- Qualified to HNC level (or equivalent knowledge/experience).
- Excellent communication skills.
- Self-motivated with the ability to prioritise and manage own time effectively.
- Ability to set and achieve sales forecasts.
- Good IT skills using Excel, Word, Outlook, and PowerPoint.
- Experience of selling technical products within industrial markets.
- Experience in mobile hydraulics would be advantageous.
- Strong understanding of the sales process and the ability to identify new sales opportunities.
- Valid UK driving license.

Full training will be given on the full range of HYDAC products and services. HYDAC are offering a competitive salary, excellent company benefits plus the use of a company car.

If you are interested in applying for the above position, please forward a covering letter and CV, including salary expectations, to recruitment@hydac.co.uk.