**Job Description**

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| **Job title:** | Commercial Manager AB Neo UK |
| **Reports to:** | Commercial Director AB Neo |
| **Location:** | AB Neo UK |
| **Direct & Indirect Reports:** | None |
| **Overall Purpose:** | This role is designed to drive sales, focussing particularly on larger customers and partners through creating and maintaining successful commercial relationships. Building and maintaining key customer accounts, identifying new business opportunities, and providing technical and commercial support |
| **Key Responsibilities:** | * Supports Sales to key account customers, ABN and PN * Understand customer needs and identify new business opportunities. * Provide technical product sales and establish product channels to market. * Understand the value drivers of the business and identify opportunities to grow revenue and market share. * Work closely with other commercial and technical colleagues to manage key customers (existing and new), thereby improving turnover and profitability. * Communicate with all major stakeholders (internal and external) to achieve business objectives. * Ensure that all commercial activities meet or improve on budget, cost, volume, and efficiency targets in line with business objectives. * Develop and implement strategic plans to grow their accounts within customer segments. |
| **KPI’s** | # of accounts retained  # new customers  Quarterly / annual sales targets – volume and revenue |
| **Additional Information** | n/a |

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| **Person Specification** |  | **Essential / Desirable** |
| Skills and Qualifications: | Proactive Self-Starter, capable of planning and delivering.  Ability to work collaboratively with others to provide a high-quality service.  Demonstrated experience of building relationships in a commercial situation.  Credible and confident communicator  Expert negotiating and influencing skills.  Innovative with entrepreneurial flair.  Ability to work successfully across different cultures.  Results focussed. | E  E  E  E  E  E  E  E |
| Key Behaviours: | **Drives Performance**   * Set priorities, develops a work schedule, monitors progress towards goals, and tracks detail, data, information, and activities. * Develops new and unique ways to improve operations of the organisation and to create new opportunities.   **Builds Pride and Passion**   * An open minded and thoughtful individual who encourages open discussion and is prepared to challenge convention. * Brings a positive attitude to work every day.   **Excellence at Speed**   * Organises and prioritises effectively, with a strong attention to detail, but able to be flexibility when working with unknowns. * Assesses situations to determine the importance, urgency, and risks, and make clear decisions which are timely and in the best interests of the organisation.   **Work as a Team**   * Builds healthy effective relationships internally & externally. * Works cooperatively and effectively with others to set goals, resolve problems, and make decisions that enhance organisational effectiveness.   **Customer Focus**   * Always strive to see the world through the eyes of our customers, both internal and external. |  |
| Other factors: | This role will involve travel in Europe. |  |
| Date Agreed: | 04.03.2024 |  |