

## **ACCOUNT MANAGER (MOBILE DIVISION)**

### **Job Description**

HYDAC was founded in 1963 as an independent provider of hydraulic accessories and is today an internationally established group with over 9500 employees, 50 branch offices and 500 trade and service partners world-wide.

We currently have a vacancy for an Account Manager within our Mobile Sales Division. The role is field based and carries the responsibility of account management with major OEMs within the construction and agricultural machinery marketplace. While predominantly field based, you will also be required to attend meetings at our UK Head Office in Oxfordshire together with some travel to our Global Headquarters in Germany.

Reporting directly to the Mobile Division Sales Manager, the successful candidate will be required to actively promote specification, application, and sales of HYDAC products and services with existing and potential customers in a professional and effective manner.

#### **Key Responsibilities:**

- Develop existing and potential sales.
- Investigate and develop new markets to help expand HYDAC's portfolio.
- Work closely with our Product Managers in order to effectively manage projects.
- Work closely with Sales Coordinators on order status, account status etc.
- Key account management.
- Business development.

#### **Essential Requirements:**

- Technical field sales experience including OEM Key Account Management.
- Knowledge of hydraulic components and their application.
- Ability to understand hydraulic circuits.
- 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 work with sales forecasts and basic spreadsheets.
- Good IT skills using Excel, Word, Outlook and PowerPoint.
- Strong understanding of the sales process and the ability to identify new sales opportunities.
- Valid 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](mailto:recruitment@hydac.co.uk).