**Position: Strategic Key Account Manager - FM**

**Company: phs Group**

**Location: Remote Based – Nationwide Travel Required**

**Role Overview:**

In this pivotal role, you will manage and develop our portfolio of strategic accounts in the facility management sector. Your actions will directly contribute to our purpose - to innovate and excel in providing top-tier hygiene services while upholding our commitment to sustainability. This position demands a proactive approach in understanding the unique challenges and opportunities within this sector.

**Key Responsibilities:**

**Strategic Account Management:** Manage and grow a portfolio of strategic key accounts in the facility management sector, understanding their specific needs and challenges.

**Bespoke Business Planning:** Develop and execute tailored business plans that align with both phs Group's and clients' objectives, emphasising tailored and innovative FM solutions.

**Sales Forecasting:** Conduct detailed sales forecasting to predict future sales, identify potential growth areas, and align resources accordingly. Utilise forecasting to inform strategic decision-making and target setting.

**Cross-Functional Collaboration:** Work closely with internal teams (including the tenders, marketing, commercial, customer service and executive support) to ensure a cohesive and industry-specific approach to account management.

**Client Relationship and Value Addition:** Foster strong, long-lasting relationships with clients by providing innovative, tailored solutions and continuous improvements in facility management services.

**Industry-Specific Reporting:** Generate and analyse industry-specific reports, including performance metrics in facility management, to identify growth opportunities and risks.

**Who You Are:**

**Experienced Professional:** Proven track record in B2B sales/service, preferably in the facility management industry.

**Market Insight:** Strong knowledge of the facility management market and its challenges, with an ability to stay ahead of industry trends.

**Communication Expert:** Exceptional face-to-face and written communication skills, capable of influencing and collaborating effectively across various business areas both internally and externally.

**Self-Starter:** Independent, with strong planning and organisational skills, thriving in a dynamic environment.

**Tech-Savvy:** Comfortable using technology to enhance productivity and effectiveness. Salesforce knowledge preferable.

**What We Offer:**

**Career Development:** Ongoing opportunities for professional growth.

**Benefits:** Competitive package including a company vehicle or car allowance, discounts with various retailers, wellbeing support, and a comprehensive pension scheme.

**Mobility**: A role that involves regular travel across the UK, with occasional overnight stays.

At phs Group, we place people at the heart of everything we do. We believe in a culture driven by innovation, excellence, and sustainability. As a Strategic Key Account Manager in our FM division, you'll be an integral part of a team that lives by these values every day, shaping the future of our services and impacting the industry significantly. Founded in 1963, phs Group is a leading provider of Hygiene Services in the UK, Spain, and Ireland. We cater to over 90,000 customers across 300,000 locations, offering a wide range of services including Washrooms, Healthcare, Floorcare, and more.