***PHS Hygiene Local Account Manager – North London***

*We have an exciting opportunity for a Hygiene Local Account Manager covering a geographical territory covering postcodes AL, CB, EN, HA, HP, LU, MK, N, NN, NW, OX, PE, SG, WD. Your role will be to manage and support our Key Account customers at site level within the PHS Hygiene division. You will be responsible for mobilisation of new sites, retention, growth, and new business delivery within your territory, working closely with our Senior Key Account Managers and Key Account Managers ensuring we meet the strategic goals of our largest customers.*

***Key Tasks:***

* *Achievement of annual new business target (Territory & Personal) from portfolio of Key Account sites within your designated territory.*
* *Present and gain agreement from the customers within the territory that ensures the customer sees this approach as added value from their current relationship with PHS, that it supports both customer and PHS commercial requirements and supports the customer with continuous improvement and innovation.*
* *Proactively identify and develop all levels of contacts within the specific territory to support retention.*
* *Proactively identify non-compliant sites and develop future new business opportunities.*
* *Work with the wider team to ensure that the customer experiences the best and most appropriate level of support and service that to the customer reflects a single joined up team approach.*
* *On ‘owned’ accounts, work with the Tenders team to product final bids and documents to the customers.*
* *Generate timely management reports as required that will include pipelines, identifying risks and opportunities with action plan to support.*
* *Work proactively within your territory with a planned schedule of visits, to keep the customer up to date, ensuring that you get the most from your visits and calls.*
* *Working with the network of service personnel within PHS to deliver a best-in-class customer experience.*

***Knowledge and Experience Required:***

* *A proven sales professional with both an account management and growth/new business track record in a B2B sales/service environment (service or consumables).*
* *Strong knowledge of PHS’s marketplaces and competitors or experience of similar markets.*
* *Highly developed selling skills with excellent communication skills both F2F and written, with the interpersonal skills to influence other parts of the business.*
* *IT literate, with an emphasis on using technology to be effective and productive.*
* *High levels of energy, commitment, and tenacity with a strong understanding of the sales/service process.*
* *Ability to work autonomously, with effective diary and journey planning skills.*

***Interactions:***

* *Reporting to the Head of Local Account Managers – Hygiene.*
* *Responsible for client base within the following Post Code Districts – BN, BR, CR, CT, DA, KT, ME, RH, SM, SW, TN & W*
* *Regular contact & dialogue with Senior Key Account Managers/Key Account Managers/Key Account Support teams, Managed Accounts, Operations Centres.*
* *Mostly customer facing with regular daily meetings and calls.*
* *Processing, Operations, IT, Marketing.*
* *Some interaction with senior managements/heads of functions.*

***KPI’s and Performance:***

* *Growth of designated territory measured against a defined value.*
* *Growth of pool accounts measured by a defined value.*
* *Customer Activity call rates.*

***Additional Information:***

* *A full clean Driving Licence is required for this role.*
* *The role will require regular/daily travelling within your region with occasional travel within the UK (occasional overnight stays).*
* *Advanced DBS (CRB) will be checked on offer of employment due to the areas visited.*

***The Rewards:***

* *An annual salary of £30,000 0TE £47,000.*
* *Company car or car allowance.*
* *Phone, laptop, and kit to work effectively from home and on the road.*
* *Pension scheme.*
* *24-hour wellbeing helpline.*
* *23 days annual leave plus bank holidays.*
* *Discounts at Supermarkets and high street stores with PHS Perks.*
* *Buy and sell holiday scheme (after 6 months in the business).*
* *Ongoing career and development opportunities.*

*If you want a career with a well-established company, where you will be appreciated for the quality of your work, we would love to hear from you.****Apply now****.*

***phs Group was founded in 1963 and we are the leading provider for Hygiene Services in the UK, Spain, and Ireland with over 120,000 customers across 300,000 locations incorporating numerous businesses during its 59 years of business.***

***Our businesses include Washrooms, Healthcare, Floorcare, phs Direct, Direct 365, phs Greenleaf, Teacrate, Besafe, Wastekit and Compliance.***

***At phs, we pride ourselves on our diverse workforce, and ensuring we have an inclusive environment for all our staff. We remain committed to ensuring our teams can bring their true selves to work without risk or fear of discrimination.***