

Key Account Manager - Mining

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Company: Recruitment Matters

Location: Zambia

Category: other-general

Overview

Our client is looking for a Key Account Manager - Mining to join their team in Copperbelt.

Duties and responsibilities include but are not subject to: Typically look after and manage accounts in Mining sectors in order to achieve sales targets.

Consistently Grow business with existing Mining customers and develop profitable new business with identified prospects

Plan and conduct sales negotiations with decision makers in Mining companies Develop, update and implement accordingly, on a yearly basis, for each Mining customer, the Account Plan covering products, services packages, contracts, prices, credit, marketing activities and communicate the Account Plan to all departments involved in service delivery to these key accounts.

Positively manage CRM directly and indirectly at all relevant customer levels within the Sales CRM framework. Monitor and analyze own sales performances, taking appropriate action

Understand and keep track of fast-changing customer needs and business environments to ensure the most appropriate services are provided to fulfil the customer's needs

Have an in depth knowledge of the key competitors in Mining and understand their strengths and weaknesses thereby exploiting opportunities arising from these

Maintain a good understanding of business and technical developments within the Mining sector.

Contribute to the development of appropriate Mining Customer Value Propositions (CVP)

and marketing initiatives

To promote and defend the brand in the market

Build the mining portfolio of business and become a market leader in Zambia **Skills** Fuels &

Bitumen Products Support Skill

Lubricants Product Support Skill

Business Awareness Mastery

Customer Relationship Management Mastery

Communication and Presentation skills Mastery

Lubricants Product knowledge Mastery

Sales technical support Mastery

Technical data management & IT skills **Qualifications** A Bachelor's Degree preferably in the Engineering discipline

Minimum 4 years of current experience selling to multiple end user businesses or franchisees.

Proven record of delivery in sales at regional account level in a B2B environment (mining or heavy duty

equipment) will be an advantage

Good understanding in the use of sales tools and processes

Experience of developing and implementing marketing strategies

Experience of developing and implementing pricing strategies

Excellent interpersonal skills

Commercial instinct and strong customer orientation

Experience of and ability to manage relationship at high level within large regional mining companies

Demonstrated experience developing and negotiating multi-year sales agreements

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