



## Junior Account Manager

Engineering

Job type: Full-time, Permanent

### Could this be the role for you?

Are you an enthusiastic Account Manager with a can-do attitude? Do you have a passion for sales and building business relationships? Would you like to work as part of a dynamic and talented international team in the engineering technology field?

If the answer is **yes, yes and yes**, then this role is the perfect role for you.

### Who Are We?

Precision Microdrives (PMD) is a fast-growing technology company that designs, produces and trades miniature electro-mechanical mechanisms. These motor mechanisms are used in mobile phones, robotics, wearables, cars, aeroplanes, medical equipment and other interesting and innovative technical products.

### What We Are Looking For?

We are looking for a Junior Account Manager with proven B2B sales experience, an interest in technology and a keen eye for detail to join our London based sales team. You will manage a portfolio of accounts, maintain key client relationships and work with other departments to ensure exciting new projects are identified and new sales opportunities secured - this is where your energy, attitude and professional manner will shine through.

There is no requirement to have a technical background for this role as you will have the support of an entire engineering team that can assist you with any technical queries.

Your average, day to day duties, will include:

- Receiving incoming calls and handling customer inquiries
- Outreach calls with new or current clients and sales leads
- Managing customer enquiries and requests via email based CRM
- Preparing quotations
- Processing orders and organising deliveries on our bespoke back-end systems

- Full scope account management for your client portfolio
- Project manage key deliverables related to client orders
- Win new sales in the process and help smash the sales target once again!

### **Requirements**

- You must be able to speak and write English to a native standard.
- As an international company, a second language will be of great benefit - German, Mandarin / Cantonese, Spanish or French.
- A background in technical sales will be advantageous but not essential.
- Experience of using CRM's would also be an advantage.
- Have a team ethos and a can-do attitude!

### **Benefits**

- Opportunity to learn and develop within an exciting, high growth business.
- Generous quarterly profit sharing scheme, with consistent performance in the last 5+ years.
- Full sales and technical sales training provided, with continuous development programmes in place.
- Flexible, Hybrid Working arrangements that work for you.

### **Why this role?**

We have a friendly, achievement orientated, atmosphere where you're given the freedom and responsibilities to get the job done without interference. Also, the fruits of your labour will be a mechanism for something that will offer tangible, sometimes life-changing, benefits to people throughout the world.

### **We Want To Hear From You!**

If this sounds like an ideal job for you, then please get in touch by emailing us your resume and a cover letter; we'd like to hear your story, and get to know you a bit before an interview.