



Key Account Manager Swindon

In this Account Manager role, work isn't just a number's game all about spreadsheet sums, data digits, and clocking miles. At Hills Waste Solutions, you can be so much more than a cog in a corporate wheel.

Here, account management doesn't come down to products and price tags. Consulting on green credentials and business aspirations, you'll be an innovative partner for sustainable solutions.

One of the largest family-owned waste companies in the UK, Hills Waste Solutions is a community business of some 120 years and we're renowned for our quality of customer care and a job done well.

Interested in...?

- Managing and liaising directly with high-value and/or high-profile key accounts
- Work-life balance – Monday-to-Friday working hours, 8.30am to 5pm
- Accounts formed of strong local businesses, so less time on the road
- Career progression potential alongside our growth as an overall business
- Flexible working options – our Swindon hub or field based
- A Systems Administrator working alongside you, tackling the paperwork
- Reporting into a waste management sector specialist of 15-plus years
- Company support for staff learning and development

Your Role...

Starting with a growing portfolio, currently formed of 15 key accounts, you'll oversee the management of efficiency, troubleshooting, and development. Each key account either brings in the region of £50K per annum or is a high-profile business with which to work.

This role focuses on existing accounts; a separate team brings on new business. Your expertise will be in building an understanding of how accounts can be developed, offering new ideas to help maximise both earnings and contract renewals.

We have a strong and centralised operating system in place, supporting efficient communication and facilitating insightful data-driven reports and service options for our customers.

Your Skills...

- At least two years' experience managing accounts in any industry, product, or service
- Strong Microsoft Suite user, inclusive of Excel and Word, in particular
- Composed and engaging presenting skills – in meetings and via PowerPoint

- From directors down to drivers..., the ability to tailor communication to good effect

Your Future...

Hill Waste Solutions has exceeded on budget despite COVID. For the next step of our journey, we're aiming to become the strongest regionalised business in the South West.

In this role, you will be at the centre of an evolving team and business. Everything you do will have a big and tangible impact. There's a clear pathway for you to establish and improve our key account management.

Perks and Extras...

- Company Car included – plus a fuel card for business and personal use
- 25 days' annual leave, inclusive of bank holidays
- The option to buy extra holidays
- Company pension, Simplyhealth, and Cycle to Work schemes

Please email your CV to join@hills-group.co.uk quoting the relevant Vacancy Reference HGL1456

The Hills group is committed to monitoring and maintaining equal opportunities and welcomes applications from all sections of the community.

www.hills-group.co.uk