

Account Manager position for an Energy Consultancy Company based in Dronfield (S18 1NQ) Laptop, Phone, Pension, Healthcare.

We have an exciting opportunity for an Account Manager to work for a leading Energy advisory company who specialise in business Energy cost and consumption reduction. We are looking for a real personable candidate with Account Management experience who has excellent communication skills both face to face and on the telephone, who can build business relationships at all levels. You must also have strong computer literacy and writing skills.

The successful candidate for the Account Manager role will be responsible for managing a number of client accounts. You will be required to work with the clients to reduce their energy consumption and costs by utilising the range of services offered. You will be responsible for, the on-going retention & renewal targets as per KPI's set by the company and be responsible for identifying and maximising additional revenue across your account portfolio. Client contact will be both telephone based and face to face on client visits.

Skills and experience requirements for the Account Manager role:

- Experience of managing accounts and relationships for multiple clients
- Experience of presenting to clients at a senior management level
- Experience of Account Management within the Energy Industry (preferably Consultancy experience)
- Experience in managing projects campaigns, co-ordinating team members, developing timetables and setting deadlines in order to achieve client objectives
- Experienced, confident in the use of IT packages and databases
- Data Analysis and report writing

Applicant must hold a full UK driving license. This role involves some travel across the UK with the occasional overnight stay (all travel / accommodation expenses paid).