

**Position:** Account Manager  
**Location:** Porthleven, Cornwall  
**Package:** Competitive salary & excellent benefits

## The Company

At Flexi-Hex<sup>®</sup>, our goal is a clear one; to lead a new generation of sustainability within the packaging industry and raise awareness of the environmental threats currently facing our world. Our philosophy is focused around creating efficient and innovative solutions that ultimately help reduce the amount of packaging waste ending up in our world.

## The Role

Due to our continued growth we are now seeking to appoint an experienced Account Manager to join our sales team and take charge of our packaging range for FMCG and luxury brands (primarily cosmetics, electronics and homeware). Our prospective customer base boasts several high-profile, global brands and we wish to replicate the success we've enjoyed in the drinks industry.

Supported by our management team, you'll predominantly be based at our Cornwall office and will regularly engage with customers across the UK region to conduct key meetings. You will act as the main contact for your assigned customers, responsible for successfully delivering solutions to meet their needs.

Your success shall also be measured against account growth and gross profit targets which will require you to proactively identify and capitalise on all opportunities to increase sales/profitability by utilising a solution-led sales approach. This role will facilitate and support the team in line with our business growth strategy.

## Key Duties

- Proactively engage with prospective customers and manage assigned accounts (typically spending between £10k-£100k) to ensure that the channel sales and profit targets are achieved and exceeded.
- Be the main point of contact for allocated key accounts, with emphasis on the building of relationships throughout the business.
- On occasion, contribute to the development of potential global accounts, developing successful partnerships.
- Work in a constructive manner with your colleagues across internal sales, logistics, finance and procurement.
- Work proactively to grow our client portfolio (via a new business sales approach).
- Identify key areas for growth within the luxury brands space.
- Develop, analyse, and present relevant data and propositions to target accounts including key objectives and deliverables.
- Manage customer stock levels and contractual negotiations.
- Manage customer records through CRM and back office systems.
- Ensure the achievement of sales and margins. Be target driven and results orientated, taking responsibility for your specific channel.

## Key Skills

We are seeking an Account Manager with customer-service and value based selling experience, who can demonstrate prior success of managing a new customer portfolio both via ongoing account management and new business cultivation. Our ideal applicant will therefore be dynamic, career driven, self-motivated and able to sell with transparency and integrity. You will be accustomed to using a solution-based sales approach whereby customer needs are central to the whole process.

You will need great attention to detail and an ability to learn quickly. We will provide training for our internal systems such as Quickbooks and Active Campaigns, but you must be comfortable using online software platforms. You will also have a fantastic telephone manner with the ability to build rapport with customers quickly.

We are looking for someone who embraces teamwork and enjoys a fast-paced work environment, who can manage their time and workload and can hold themselves accountable. You should be presentable, articulate and commercially savvy, but most importantly you must be a good communicator both with your customers and colleagues. You may have worked in a sales or account management position in another industry and are looking to transfer your skillset to work in a dynamic start up with a sustainability focus.

*To apply, please email [careers@flexi-hex.com](mailto:careers@flexi-hex.com) with your CV and a cover letter explaining why you think you're the right candidate for this role. Please submit by Friday 12 March.*