

## Job description

**Job title:** Account Manager

**Location:** Surrey, Berkshire, south west London

**Salary:** £22'000 to £28'000 OTE £36'000 car allowance, mileage and benefits

**Ref:** 16284



**LAWSON PRICE CONSULTANTS**

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The ethos of the business is one of support and encouragement; they encourage high achievement in their Account Managers and they do so through proper training, understanding of the creative systems, presentation skills improvement and personal development programmes. The nett result is that in their five years of operation they've not lost a single account in any of the European markets they serve.

The job involves working predominantly with the marketing function of a client business, you will be expected to use your initiative and the support of colleagues to identify creative, appropriate and on-budget solutions to help your customer achieve sales growth, improve product awareness or strengthen the brand. You will manage a substantial number of existing client relationships and you will develop new business with them as well as responding to incoming enquiries and requests for samples. You'll manage relationships for the long term through the use of your account management skills.

The successful candidates are likely to have spent time in a field sales or account management environment and will be used to organising themselves to deliver results effectively.

All applications will be dealt with in the strictest confidence.

**To apply for this vacancy, visit [www.lawsonprice.co.uk](http://www.lawsonprice.co.uk)  
or email [candidates@lawsonprice.co.uk](mailto:candidates@lawsonprice.co.uk)**