**Exciting Career Opportunity: National Account Manager at Hobart Service!**

**Join Our Elite Team - Unleash Your Potential!**

Are you ready to champion the prestigious Hobart and ITW brands? Hobart Service is seeking a dynamic National Account Manager (NAM) who is a master at nurturing and maintaining strong, trusted relationships with stakeholders and customers across national accounts. This is your chance to shine in a role that demands a blend of strategic foresight, relationship-building excellence and a keen commercial acumen.

**What You'll Do:**

* Lead and Innovate: Act as the principal contact for all commercial matters, spearheading collaborations with Hobart Service teams to drive customer success.
* Drive Growth: Meet and exceed monthly sales and gross margin targets as part of our Annual Operating Plan (AOP). Keep your eye on the long-term horizon with our Long-Range Plan (LRP).
* Strategise and Execute: Develop comprehensive quarterly portfolio plans, analyse competitor activity and create targeted growth strategies.
* Enhance Customer Retention: Deliver compelling proposals and manage contract renewals to maintain and expand your portfolio.
* Engage and Network: Capitalise on new business opportunities and deepen integration within the expansive ITW FEG network.

**Who You Are:**

* An adept Relationship Builder: Excel at creating robust relationships with internal teams and stakeholders, ensuring deep understanding of processes and customer needs.
* A Strategic Thinker: With a talent for service-led account management and keen commercial insights.
* A Skilled Communicator: Outstanding negotiation, presentation and interpersonal skills are part of your toolkit.
* A Driven Performer: Motivated to achieve targets, with a knack for managing detailed, multi-source data to maximise business opportunities.

**Your Skills:**

* Proficient in Microsoft Office Suite and CRM systems; familiarity with database management is a plus.
* Strong analytical skills with an aptitude for understanding detailed commercial agreements.
* Experience in the food equipment, commercial kitchen, or service industry market is desirable.

**Why Join Hobart Service?**

Be part of a team where your skills are valued and your contributions are recognised. Hobart Service is committed to providing an inclusive, supportive environment where you can perform at your best. Adjustments to our recruitment process are available to help you shine—just let us know how we can assist.

**Ready to Step Up?**

Apply now by sending your CV and a covering letter to recruitment@hobartuk.com. Don’t miss the closing date: **Friday 31st May 2024.** Please inform your line manager if you are an internal candidate exploring opportunities for change within our organisation.

**Be a driving force in our customer relationships—apply today and champion excellence in Account Management at Hobart Service!**