

Job Vacancy: International Key Account Manager

About us:

Advanced Electronics is one of the market leaders in the design, manufacture and sale of fire detection panels in the UK and is a growing provider of complete systems internationally. Growth in key international markets is a major strategic goal of Advanced. To enable this, we are looking to recruit a highly motivated International Key Account Manager to join our team.

Scope of the Role

With an established customer base and robust sales channels, this role's primary focus is actively managing, growing, and supporting key accounts in Europe, South Africa, and Australia. This role requires a strategic thinker with a strong background in sales and account management, preferably within the fire safety industry.

Company and Location: Advanced Electronics Limited, Balliol Business Park, Newcastle-upon-Tyne, UK. This role does not need to be based in Newcastle, but preferably will be based in the UK or Europe.

Key Responsibilities:

- As our International Account Manager, you'll make an impact by:
- Developing and maintaining strong relationships with key accounts in defined geographies.
- Prospecting and developing new, exciting business relationships, always prioritising customer needs and satisfaction.
- Developing and implementing strategic account plans to achieve sales targets and business objectives.
- Educating customers on product features, benefits and applications within guidelines.
- Collaborating with internal teams to ensure customer satisfaction and successful delivery of products and services.
- Providing actionable feedback on competitors, market trends, and regulatory changes to maintain Advanced's market-leading position.
- Providing regular reports on account performance and market conditions to senior management.
- Representing the company at industry events, trade shows, and conferences.

Experience:

Candidates should have demonstrable experience in a similar role including sales, business development or technical sales, with the ability to demonstrate the following:

- Proven ability to identify and secure new customers through extensive networks and deep market knowledge. Experience in fire safety or adjacent industries is a plus.
- A track record of consistently achieving challenging sales targets through proactive business development efforts.
- Sound business acumen, including strategic thinking, understanding customer needs, and converting insights into actionable forecasts and sales.
- Proven ability to work and positively interact across different cultures and regions.
- Willingness to travel frequently to meet with key accounts and attend industry events.

Skills & Competencies

- **Communication:** Demonstrated ability to adapt communication styles to suit various audiences and contexts. Active listening and transparency are critical attributes.
- **Relationship Building & Negotiation:** Proven track record of establishing and nurturing successful partnerships.
- **Technical Proficiency:** Proficiency in Microsoft Office and familiarity with CRM, ERP, and BI software tools.
- **Language Skills:** Excellent verbal and written communication skills in English with additional European languages considered an advantage.

Personal Attributes:

As our International Key Account Manager, you will exhibit:

- Resilience and tenacity in overcoming challenges.
- Energy and motivation to drive business progress.
- Ability to work independently and as part of a team.
- A genuine passion for satisfying customers, balanced with company interests, ensuring mutually beneficial outcomes.
- A commitment to continuous learning and personal development.

This role offers an opportunity to make a meaningful impact on the growth and success of Advanced, contributing to its reputation as a global leader in fire detection solutions.

Advanced is a wholly owned subsidiary of Halma plc, a FTSE 100 listed company with more than 40 subsidiaries operating globally within the group. Halma is “a market leader in specialist safety, health and environmental technologies”. Halma believes strongly in independence for its

businesses, and that responsibility means they need great people who are ready to make a difference at a company level – and throughout the world.

Halma's purpose is "Growing a safer, cleaner, healthier future for everyone, every day".

Job location:

The Bridges, Balliol Business Park, Newcastle Upon Tyne NE12 8EW

To Apply

If you're looking for an interesting role in a growing company, a positive atmosphere and a team who are committed to supporting one another then this might be the job for you.

Contact for Applications... if you're excited by the challenge of helping to drive our company through our next phase, we'd love to hear from you!

Please head to Workday to apply for the role here: https://halma.wd3.myworkdayjobs.com/en-US/Halma/job/Newcastle/International-Key-Account-Manager_JR25_000214-1?hiringCompany=75705bdd576d10010b948371c5560000