

# Bringing Ideas To Light

## Key Commercial Account Manager

**Location:** Ulverston

We are a two-minute walk from Ulverston train station which offers great transport links from within Cumbria and Lancashire.

**Hours:** 37 hours per week, Mon-Fri (part-time considered)

**Benefits:** Flexible working arrangements including an early finish on Fridays, 24 days holidays per year plus Bank Holidays, Holiday buyback option, Profit Share Scheme, Free Parking, Bike Storage and Shower Facilities.

Do you enjoy developing customer relationships, learning new skills, and getting things done? Have you great business administration skills and an interest in understanding technical products? If so, this could be the ideal role for you!

### Why Work for Us?

At Forge we're very good at designing, manufacturing, and delivering cutting edge LED lighting solutions. But we're also really good at caring about the environment and our people.

We are looking for an enthusiastic and well-organised **Key Commercial Account Manager** to join our team, where we have a great working atmosphere with regular social events. You'll be working with our commercial team managing and developing a small number of key customer accounts.

You'd be working for an award-winning business focused on innovative design, superior quality, and outstanding service. Our Low-energy LED lighting is making a fundamental positive contribution to the challenge of the Climate Crisis and has applications from domestic, and commercial users, and is being used in industry and into biotech and beyond.

### The Role

**As a Key Commercial Account Manager your responsibilities include:**

- Managing and developing a small number of key customer accounts from initial opportunity to order fulfilment
- Championing key opportunities and customer projects across the business to achieve strategic growth
- Understanding our LED product range and matching this to customer needs.



**What we are looking for in the successful candidate:**

- A proven track record of retaining and growing business in a similar commercial role
- A good degree or commensurate experience and skills
- A technical background and/or a keen interest in technology would be an advantage
- Strong communication skills– someone who can build rapport and sell at all levels and can close a sale efficiently, a commercial thinker, driven by results
- Well-organised and accurate
- Enthusiastic with good people and teamwork skills and the ability to work well under pressure
- Good at presenting to colleagues and customers alike
- A good level of IT skills, especially Microsoft Office and Excel.

Additional commercial and technical product training will be provided for the right candidate.

**To Apply**

Send your CV together with a covering letter explaining why you are the right person for this role.

We will hold a virtual interview with anyone we shortlist for the role to get to know you and give you the opportunity to get to know more about us too.

Final interviews will be held in our Ulverston office.

Please visit [www.forge.co.uk](http://www.forge.co.uk) for further information.

***Forge reserves the right to close the vacancy at any time, if it is deemed that there have been enough applications received. No agencies please.***

