



Become part of our SWARCO team as

Account Manager

Location: Field/Site Based, United Kingdom | Full time

Your Challenge

What you will do

We have a vacancy for an **Account Manager** working in the field to communicate, navigate and understand our clients and advocate for their needs within the wider business. Engaging support function to ensure clients have a positive experience of the implementation and delivery of their APT-Skidata solution.

You will also:

- To work in line with the strategy and culture defined by the Head of Account Management
- Be target driven - Understanding the customer's definition of success and using all tools to ensure customer satisfaction.
- Take responsibility and ownership for client issues – overseeing and engaging with supporting departments
- Regularly update the company Client Relationship Management (CRM) tool.
- Attending events to enable growth of business with travel and some overnight stays included.

Your Profile

What we are looking for

- Previous experience with Relationship ownership and account management with a track record of success.
- Strong communication skills and familiar with client communication cycle and tracking record of account growth.
- Able to translate technical data/information and communicate that with appropriate team members (on the client side).

Your Benefit

What we offer

As well as providing a competitive salary and benefits package, SWARCO actively runs employee opinion surveys as part of our drive to provide a comfortable and supportive working environment. We will support your development, and you will also receive:

- Generous employer pension contributions
- Employee Assistance Programme
- 25 days holiday rising to 28 days ex. bank holidays, plus the option to purchase
- Employee discounts portal – Perkbox
- Life assurance

Become a part of SWARCO. We look forward to receiving your comprehensive application via the online tool.

Apply now

APT Skidata

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Information on processing of your personal data is available [here](#).