

Key Account Manager

Location: AMOS Singapore

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Apply Now: hr@amosgroup.com

About this role

Key Account Management is one of the key functions to drive growth for our business. The team aims to establish strong relationships with our clients in the industry.

As our Key Account Manager, you will play one of the most integral aspects of AMOS's vision-Excellence in customer service and quality for being the preferred choice in the Marine and Offshore Energy markets. You will be the bridge between AMOS and our customers, driving relationships that will influence internal business strategies and provide the catalyst for AMOS's expansion.

What you will do:

- Establish close and strong relationships with key account customers to gain an insightful understanding of their business, identify their unique qualities and challenges to develop growth strategies.
- Plan strategically for commercial growth of key accounts including sales planning, forecasting and operational follow up.
- Upsell, cross sell and drive organic growth opportunities for our inhouse brand "ALCONA".
- Keeps up to date on market trends, market dynamics and industry changes.
- Identify business opportunities and drive revenue to generate profitable sales.
- Ability to understand customer supply chain requirements and recommend suitable business proposal.
- Develop a deep understanding of business streams of each customer and a detailed Customer Relationship Management for each Account designated using Salesforce.
- Build a continual Sales Pipeline and monitoring the project tenders diligently whilst updating internal stakeholders.
- Proactive in reviewing sales strategies, keeping abreast of market trends and updates as well as those of competitors.
- Always ensure that business is always conducted with integrity and that behavior aligns with AMOS Culture.

What we're looking for:

- 5 years or more experience in business development/sales/client account management experience with a proven track record of success in the role.
- Excellent communication and interpersonal skills, building and maintaining relationships is your forte
- Strong analytical thinking, metrics-driven and confident with data-driven decision making
- Proactive in taking initiatives and self-motivated, hungry for success and has a problem-solving attitude
- Self-driven and resourceful with the ability to learn fast and adapt to changes
- Possess a good attitude towards learning and improving

What we are offering:

One of our core values in AMOS is to recognize, reward and develop our people. Our people are our greatest asset. It is our people who have built and maintained our leading position in the Marine Supplies and Offshore Energy Market. You will be a part of a global company with an ambitious growth strategy. You will be working in a welcoming, inclusive, and open environment. AMOS encourages and promotes career development for all our people.

About AMOS:

The Group was founded in 1974 and listed on the Singapore Stock Exchange in 2012. Headquartered at our technologically advanced Fulfillment Center in Singapore, our network strategically links ten key locations across Asia, the Middle East and Europe, enabling single-point sourcing and supply for our customers. Through our modern procurement, logistics and supply chain infrastructure, AMOS offers a broad and comprehensive portfolio of world-class technical supplies, services and provisioning solutions to customers in the Marine and Energy industries.