

Job Description

Role: Group Key Accounts Sales Manager
Location: Hybrid - Hertfordshire & Midlands
Salary: £55,000 - £65,000 per annum

About Amthal

Amthal Group is a newly formed independently owned group of established businesses who design, install, maintain, and monitor electronic life safety and security systems.


Amthal Fire & Security (AFS) established 2000 operate from St Albans in Hertfordshire with current sales of £5.5m and 65 team members. Integrated Protection Maintenance Services (IPL) established 2005 operate from Coleshill in Birmingham with current sales of £1.9m and 14 team members. The combined vision of the group is to scale a sustainable and dynamic group of businesses through continuous investment & development in its people.


With ambition to achieve revenue of £12m by 2026 and a mission to provide compliant protection, unrivalled customer experience and professional service. Committed to achieving operational excellence, through empowering and developing, exceptional talent, to maintain our friendly and supportive environment.


Why we think you would love to work with us


At Amthal, we aim to invest and empower you to continue our mission of being one of the nation's trusted commercial fire and security partners whilst maintaining our friendly and supportive culture.


Join our team where your dedication and integrity will be recognised with opportunity and progression whilst ensuring a healthy work life balance. Our success lies in creating a working environment where every individual is motivated to work together and exceed the expectations of our customers. We value our people and will support you to deliver on all aspects of our business with integrity and dedication.

 [Amthal-security-limited](#)

 [Amthalfiresecurity](#)

 [Amthaladvantage](#)

 [Amthaladvantage](#)

 [Amthalfiresecurity](#)

Team member benefits include;

- 9 day working fortnight
- Continuous professional development
- Wellness & Employee Assistance Programme (EAP)
- YuLife – The #1 rated benefits programme
- Death in service insurance
- Salary sacrifice pension scheme
- Quarterly one-to-one check-ins with your line manager
- 25 days' holiday, plus Bank Holidays, increasing to 35 days (1 day extra per annum to 30 days and a further 5 days after 10 years)
- A company culture that promotes work life balance
- Access to mental health care support
- Team member of the month recognising outstanding contribution
- Annual company day to share successes and strategic plans

About you


You will have a proven track record of supporting, developing and growing a successful sales team. You will have a background of account management and understand the process to successfully manage our clients which will empower you to work with the team and deliver exceptional results.


A team player who is highly motivated & ambitious, you will have a pro-active work ethic and lead by example, providing support and guidance to your team to ensure you achieve the required levels of customer service, engineering excellence and financial expectations.


All aspects of the role must be performed in line with the business's values to realise our vision by providing unrivalled customer experience and professional service to our clients. The position requires high levels of self-motivation, organisation and must be performed with integrity and dedication. In return we are committed to empowering and developing exceptional talent, maintaining our friendly and supportive environment to ensure we get it right first time every time.


About the role


Reporting directly to the Group Sales Director the role is to develop, manage and support our Key Accounts Team including onboarding, performance management, training plans as well as development & mentoring. You will build a positive culture and work environment including a focus on team wellbeing. Prepare strategies for all of the above elements to ensure our people & culture grows in line with our business ambitions.

 Amthal-security-limited

 Amthalfiresecurity

 Amthaladvantage

 Amthaladvantage

 Amthalfiresecurity

Registered office: 1 Executive Park, Hatfield Road,
St Albans, Herts, AL1 4TA

AMTHAL
FIRE & SECURITY

IPL
MAINTENANCE
SERVICES

Leadership and Management: Lead & manage the key accounts team to ensure delivery of company sales targets for existing clients as well as achieving growth with new recurring revenue, remedials & project opportunities.

Strategic Outlook: Define a robust strategic approach to drive proactive up-selling and cross selling to the existing customer base.

Strategy Support : Support the group sales director with the production, delivery and ongoing monitoring and adjustment of the sales strategy to meet company objectives and changing market opportunities.

Customer Driven Approach: As a trusted advisor to existing & new customers you will actively learn about the customer, their pains, areas of improvement and identify solutions to support the client and achieve full penetration of Amthal Group Services into the client base.

Market Intelligence: Gather, maintain and create accurate market information that allows informed decision making and identification of new tender opportunities.


Data Driven: Work alongside the Group Sales Director to manage, lead and deliver sales meetings, produce sales reports, analyse key data metrics to understand conversion rates, average order values to identify Sales Trends and Pinch Points.


Account Responsibilities: Work with the group sales director to manage account & client allocations and lead effective reviews as part of strategic account discussions.


Client Reviews: Work closely with your team and support key account managers with quarterly & annual Reviews with clients. Use the data available to identify trend, spending patterns and wallet share to ensure all reviews are positively pushing towards a larger share of the clients annual spend.


Training & Development: Work closely with the group sales director to manage and identify skill & knowledge training to increase confidence and ability in the Fire and/or Security Sector M


Coaching & Mentoring: Manage personal development and coaching of team members to reach their full account management potential.

 Amthal-security-limited

 Amthalfiresecurity

 Amthaladvantage

 Amthaladvantage

 Amthalfiresecurity


Performance Management: Work with the group sales director to set goals, provide feedback, and conduct performance reviews. Identifying areas for improvement and facilitating employee development plans.


Employee Wellbeing and Work-Life Balance: Supporting your teams wellbeing, support physical, mental, and emotional health. Encouraging work-life balance practices to prevent burnout and enhance productivity.


Cultural Development and Values Alignment: Promoting behaviours and attitudes that reflect the company's mission, vision & values. Leading by example and fostering a culture of accountability and integrity


About the process


1. Please apply by uploading your CV via our careers page - [Apply now](#)
2. The next step is an informal phone call with one of the team to check in with and confirm that you've read the job description and are a great skill fit.
3. You will then receive a telephone interview from the Group Sales Director to check you meet the skills requirement for the role along with sharing our values.
4. On success of your telephone interview, you will then be invited to a face-to-face interview at our offices with the group Sales Director alongside another senior team member for a more formal interview process.
5. We will call you to tell you you're successful before putting the offer in writing and beginning to carry out the usual security vetting and checks as required to work in our industry.

 Amthal-security-limited

 Amthalfiresecurity

 Amthaladvantage

 Amthaladvantage

 Amthalfiresecurity