

Job Title: MHI Account Manager

Location: MHI Direct, Harlow

Hours: Full-time, 40 hours per week (8:30 AM – 5:00 PM with a 30-minute lunch break)

Salary: £competitive + £7,000 OTE bonus potential

About the Role

We are seeking a motivated MHI Account Manager to join our air conditioning telephone sales team at MHI Direct in Harlow. This is an exciting opportunity to work as part of an experienced, exceptionally friendly, and supportive team dedicated to promoting and developing sales of the Mitsubishi Heavy Industries (MHI) product portfolio. Reporting to the MHI Team Leader, you will play a key role in achieving sales targets, building customer relationships, and driving market share growth in line with company objectives.

Key Responsibilities

- Develop and support product sales to achieve market share growth.
- Proactively develop new and existing relationships with air conditioning contractors.
- Acquire in-depth product knowledge and selling skills through comprehensive training.
- Provide regular reports on market trends, competitor activities, and other relevant factors.
- Handle customer complaints with professionalism and resolve commercial matters effectively.
- Represent the company with professionalism in appearance and demeanour.
- Support the MHI Team Leader in pursuing new sales opportunities.

What We Offer

- **Team Environment:** Join a small, supportive, and collaborative team.
- **Training:** Full training on MHI products and services.

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- **Salary:** £competitive, with the potential to achieve an additional £7,000 in on-target earnings bonus.
- **Holidays:** 25 days annual leave plus bank holidays, increasing by one day per year up to a maximum of 30 days.
- **Benefits:** Life assurance, pension scheme, cycle-to-work scheme, and employee assistance program.

About You

The ideal Account Manager will be a flexible person who thrives in a team environment and enjoys working in a small, collaborative group. You will have:

- Confidence and a proactive, tenacious attitude on the phone.
- Previous experience in customer service, sales, or telesales roles.
- Excellent numeracy, accuracy, literacy, and communication skills.
- Good knowledge of Microsoft systems, including Excel, Word, and Outlook.

About Us

MHI Direct is part of the Beijer Ref UK & Ireland group of refrigeration and air conditioning wholesalers, offering industry-leading products and solutions.

How to Apply

Please send your CV and a detailed application explaining how your experience and skills align with this role to recruitment@beijerref.co.uk.

We are an equal opportunity employer. We welcome applications from all qualified individuals.

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