

<b>Job Title</b>	Account Manager Medical
<b>Department /location position based</b>	Guernsey Office
<b>Responsible to</b>	Head of Medical
<b>Responsible for</b>	Medical Team
<b>Job summary (the overall purpose of the job)</b>	Account Manager

## One partner for all your business needs in the Channel Islands

We supply leading brands and services to the Corporate, Hospitality, Retail and Healthcare sectors. Founded in 1965, with offices in Jersey and Guernsey, Mercury Distribution is a trusted partner in the Channel Islands. With an experienced management team, we are at the forefront of commercial distribution, installation, and support services on the Islands.

Whether it's designing a new commercial kitchen, to installing the latest eco-friendly coffee machine or supplying all your cleaning and hygiene needs, Mercury is the partner of choice for international brands and local customers.

### Main duties and tasks

#### Account Management

- Field and office/showroom-based customer relationship & sales role
- Able to work under own initiative towards delivering the goals & targets as set out
- KPI's & targets to be agreed with the Head of Medical
- Maximising business with existing & new medical customers
- New business generation
- To be the face of Mercury Medical and the "go to" person within the Mercury Medical department for all things medical and health related
- Creating awareness of the scope of our offering in the marketplace
- Promote Guernsey showroom to become a desired destination for anyone seeking daily living aids
- Expand product offering in order to maximise potential and increase basket spend of existing customers
- To be able to mop up all business with customers in the care sector. Janitorial to medical & engineering.
- Develop a plan for recruitment of new customers.
- To become the "middle ground" between the customer and the sales. The role is one of a very supportive nature and you will be working closely with the OT's, care sector and the health care sector in general in order to raise awareness of Mercury's medical range.
- To continually review the range of products offered to ensure that Mercury remains at the forefront of the local supply chain. This work to be done in conjunction with the care network needs.
- To liaise with suppliers and buying groups to ensure we have the best available product range.
- Undergo training sessions with major suppliers of regular moving equipment.
- Train to measure stair lifts, hoists etc

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### **Reporting**

- Reports to Head of Medical
- Colleagues: Account Managers, Showroom, Customer Service & Office Admin

A great opportunity for a role in a fast moving, growing local trading business. You will be the Account Manager and face of Mercury Medical in Guernsey. You will report to the Commercial Director, and you will have a close working relationship Sales, Purchasing & Operations. Prior knowledge of healthcare products and daily living aids is an advantage. You should have a working knowledge of Excel and Word and other Microsoft products.

This is a great opportunity for someone with health sector skills wishing to apply them to a sales and account management-based role within a strong local business.