

# We are hiring!



It is an exciting time at Marcryst International due to growth and expansion and therefore we are seeking to appoint a full time

## *Account Manager –London*

### The Job:

Making customers experience the difference with our innovative products through professional consultative selling with all the services and after-care that come with the Marcryst brand:

- **Grow sales through showing the difference**  
Fully support customers with life product demonstrations, product training, technical advice, end user support and store wall concept enhancing the brands reputation for excellence
- **New accounts**  
Identify and develop new accounts that want to promote premium branded products as part of their strategy
- **Relationship Management**  
Build and nurture relationships on all levels helping them find the most suitable solutions for their target groups
- **Competitor Analysis**  
Regularly report of competitors activities and market developments trends

### The Person:

The successful candidate will have

- A passion for technical tools
- Sales experience in a B2B account management role
- Strong communication and interpersonal skills
- A developed ability to think and act commercially
- A thirst to learn and challenge yourself
- Flexibility to travel throughout the UK
- Experience in selling premium brand products at product features rather than price

### The Offer:

A versatile field of application. The opportunity to work independently and responsibly within a successful international company to become an integral and valuable team member, a long-term career, competitive salary plus an excellent benefits package. This position represents a great opportunity to be part of, and drive the future direction of Marcryst in an exciting market with massive growth potential, working with flat hierarchies.

### Applications:

To apply for this position please write to us with your CV, to:

Mandy Pownall  
Marcryst International Limited  
Marcryst House  
Kirk Sandall Industrial Estate  
Doncaster. DN3 1QR

Or email

E-mail: [mandy.pownall@marcryst.com](mailto:mandy.pownall@marcryst.com)

T: +44 (0)1302 890 888

### Marcryst International:

Marcryst International is an award winning, family run, B2B company with headquarters in Doncaster and subsidiary companies in Germany, Switzerland and Asia. Since our formation in 1979, we have single-mindedly followed one ambition:

*To be the Innovators and technology leaders in diamond tools:  
Cutting, Grinding and Drilling.*

We support our tools with services and guarantees that set the standard within the diamond industry