

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

Key Account Manager

The Job:

To lead the business sales and marketing on key accounts within the specified customer groups by:

- **Relationship Management**
Develop and nurture relationships with Key Decision Makers helping them find the most suitable solutions for their target market
- **Grow sales through suitable solutions**
Fully support customers with opportunities for sales growth 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
- **Competitor Analysis**
Regularly report of competitors activities and market developments trends

The Person:

The successful candidate will have

- A passion for technical tools
- A high level of negotiating and presentation skills
- Strong communication and interpersonal skills
- A developed ability to think and act commercially
- A thirst to learn and challenge yourself
- Prepared to travel nationally and internationally
- 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

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