

Client Account Manager

Location: Pride Park, Derby, UK

Job Type: Permanent

Salary: POA

The Role

DGauge are growing and a need has arisen for an experienced client account manager to join our team.

The client account manager will be responsible for maintaining and nurturing existing client relationships as well as identifying business opportunities with new clients and partners.

You will be the first port of call for our clients, and will ensure that DGauge are regularly in contact with our valued network. You will also be working directly with the managing director to actively grow the business.

The Company

DGauge is an engineering company that provides services and software to the rail industry for rolling stock, infrastructure and electrification schemes. We are a dynamic team of engineers and software developers. Between them our team has nearly 40-years' experience of bringing innovation to the industry.

We are an ambitious and growing organisation. From the outset we have strived to revolutionise the way in which we deliver our consultancy services, through the development of industry leading software. We are currently experiencing unprecedented growth and opportunities for further expansion. This is an exciting time to join DGauge and be a part of a determined, innovative and developing organisation. Everyone at DGauge has a real opportunity to grow with the business and make an impact on how we move forwards.

Why work with us?

DGauge aims to provide an exciting and challenging work environment. We encourage new thinking and believe in true innovation. The successful candidate would have the opportunity to work collaboratively with, and be supported by leading industry experts.

Along with a competitive salary package, we also offer a discretionary company bonus, company pension, flexible working and group life cover.

Core Responsibilities

- Regularly liaise with clients in order to stay aware of opportunities in the market and further opportunities for collaboration.
- Work closely with the commercial team to develop an accurate forecast for future business activity.
- Develop client plans to identify, quantify and unlock new business opportunities.
- Be the key client contact for DGauge.
- Take responsibility for new marketing initiatives, events and product launches.
- Lead bid/proposal activities
- Maintain client database
- Have an awareness of competitor developments and activities

Essential Requirements

- 2+ years commercial client account management experience.
- Ability to proactively engage new and existing clients.
- Ability to forge new client relationships.
- Ability to identify possible business opportunities.
- Can-do attitude, willing to get stuck in.
- Ability to communicate DGauge concepts clearly to technical and non-technical stakeholders.
- Strong communication and presentation skills.
- Ability to travel as required in order to support contract initiatives.

Desirable Requirements

- Commercial experience of the Rail Industry.
- Experience of marketing activities and liaison with external media outlets.
- Experience of Accelo CRM.
- An understanding of engineering and consultancy services for the rail industry (Rolling Stock, Systems, Infrastructure and vehicles).

How to Apply

Please provide the following as part of your application:

- Your latest CV
- Salary Expectations
- Your current notice period

Please submit your application to Tom Coughlin:

Tom.Coughlin@DGauge.co.uk

All applicants must have the right to work in the UK. No agencies please.