

Join our team

Job title

Account Manager

Department

Business Development

Location

Hybrid working or home-based

Reports to

Head of Asset Adoption

Job purpose

At mua Group, we're both an independent distribution network operator (IDNO) for electricity and an independent gas transporter (IGT) for gas. We're also a regulated water and wastewater company, adopting water and wastewater networks across Britain.

We're looking for an Account Manager to help lead our efforts to establish and retain business growth opportunities.

We're searching for a talented professional with proven experience in winning contracts and developing existing client relationships in the multi-utilities sector. You'll develop and grow our business by attracting new customers and promoting our services, using your sales and communication skills, coupled with good interpersonal skills.

This is a fantastic opportunity to join one of the UK's fastest-growing utility infrastructure businesses.

About mua

mua Group is a joint venture between one of the UK's largest gas distribution companies, SGN, and leading international specialist engineering and construction group Murphy. We invest in long-life utility assets to connect homes and businesses to essential utility infrastructure and deliver energy and multi-utility services through our networks in the simplest, smartest and greenest way possible.

Our vision is to be the first-choice, multi-utility network operator. We'll achieve this by delivering outstanding value and service to our customers. We're committed to fostering an engaging and collaborative work environment in which each person's career is nurtured and developed. We focus on employee development, providing a culture of innovation and positive work-life balance.

Role responsibilities

In this role, your responsibilities will span new business development and existing client account management, as well as management and research.

New business development

- Develop strategic approaches
- Prospect for potential new clients and turn this into increased business
- Meet potential clients by growing, maintaining, and leveraging your network
- Identify potential clients, and the decision makers within the client organisation
- Research and build relationships with new clients
- Set up meetings between client decision-makers and our practice leaders
- Work with the team to develop proposals that speak to the client's needs, concerns, and objectives

Existing client account management

- Enhance existing relationships
- Work with technical staff and other internal colleagues to meet customer needs
- Arrange and participate in internal and external client debriefs

Management and research

- Submit regular progress reports and ensure data is accurate
- Ensure that data is accurately entered and managed within our CRM or other sales management system
- Forecast sales targets and ensure they are met
- Track and record activity on accounts and help to close deals to meet these targets
- Attend and represent the company at networking events and meetings
- Research and develop a thorough understanding of our people and capabilities
- Understand our company goals and purpose to enhance and ensure continuous performance improvements

Knowledge, skills & experience

Essential

- Experience of the IDNO/IGT sector
- Excellent interpersonal skills, both verbal and written
- Excellent influencing, persuasion, and negotiation skills
- Experience in compiling and presenting company information to new and existing clients
- Experience in bid-writing/tendering
- Excellent IT skills including MS Office
- Full valid UK driving licence

Benefits

- Competitive salary package
- Home/hybrid working (it's your choice)
- Flexible home/work balance
- Development opportunities
- Training and coaching
- 27 days holiday plus bank holidays