

Job Specification

Job Title:	Key Account Manager
Location:	Central London
Salary:	£25,000-£35,000 + attractive bonus package

Headquartered in London, Research Now is one of Europe's fastest growing businesses in the market research sector, and are leading online fieldwork and panel specialists.

We are experiencing phenomenal growth as we continue to invest in our "Valued Opinions" family of online research panels across Europe, and as we continue to grow our client base of leading research agencies.

To facilitate this expansion we are looking for three account managers. If you are interested you must have excellent account development skills and the ability to manage large accounts, and work with key decision makers. You will be responsible for key accounts each requiring a specific style of management to ensure customer expectations are met.

Experience Required:

The successful candidates will be experienced account managers or researchers looking to move in to account management. We need people who are keen to build and maintaining client relationships among a small number of key clients.

Knowledge of the online research industry is not a pre-requisite but the ability to learn quickly about a very fast growing industry, make good contacts and advise clients in a consultative way is essential.

This is an excellent opportunity for someone seeking the challenge of a new market that is growing rapidly and where there is a real opportunity to build a solid lucrative client base.

Key responsibilities:

- To develop client accounts to their full potential, through a consultative approach, listening to the client and implementing solutions that fit their needs
- To develop a deep knowledge of online research and fieldwork techniques and consult clients on how to use them
- To prepare a wide range of written proposals, following client requests to use our online research panel services

Required skills/attributes:

- Be a people person, enjoy client contact
- Very good written English skills
- Numerate
- Good attention to detail and presentation
- Strong academic background (2.1 or above)
- Motivated, flexible team player who is keen to work in a stimulating, ever changing environment, and thrive on the opportunities that this can bring
- Language skills would be an advantage

If you have these skills and are keen to be part of a young and rapidly growing company then please do apply now!

Please see our website www.researchnow.co.uk

Please send your cv and a covering letter to ebeach@researchnow.co.uk
We are sorry that due to the large number of applications we receive we are unable to respond to everyone, we will contact the candidates that meet our criteria for interview. Good luck in your job hunting.