

ACCOUNT MANAGER

(12 Months)

SALARY: FROM £45,000 DEPENDING ON EXPERIENCE

LOCATION: LATHOM, LANCASHIRE OR REDDITCH, WEST MIDLANDS

CLOSING DATE: 18th MAY 2018

WHO ARE WE?

The NSG Group is one of the world's leading manufacturers of glass and glazing systems in three business areas: Architectural, Automotive and Technical Glass.

Founded in 1918, NSG acquired the leading UK-based glass manufacturer Pilkington Plc in June 2006. Today, the Company has combined sales of just over JPY 629 billion, with manufacturing operations in 28 countries, sales in 130 countries, and employs some 27,000 people worldwide.

Our mission is to be the global leader in innovative high performance glass and glazing solutions, working safely and ethically.

THE ROLE

A 12 month temporary position has arisen for an Account Manager based at Lathom, Lancashire or Redditch, West Midlands. The position will report to the Customer Service Team Leader and is within the Automotive OE Strategic Business Unit. The purpose of the role is the management of customer accounts by being the first line interface with the customer with all commercial and technical aspects of the customer-supplier relationship.

The responsibilities for the role include:

- The commercial management of programmes of the full product life from pre-quotation to end of supply.
- Supporting or directly developing and managing TPAP and GCAP
- Management of new model quotations - targeting models whilst following regional business strategy/plan.
- Maintaining active sourcing plans for new business quotations
- Winning target business in line with regional target business plan
- Generating, maintaining and executing account plans
- Commercial negotiations - parts/tooling following business strategies and plans
- The management of short term (12 weeks) demand issues - escalated supply issues/abnormal demand issues

- The relationship management to ensure NSG is a trusted advisor
- Managing level of receivables following business guidelines (monitor, own the recovery plans for overdues when needed, proactive management of the dunning process)
- When necessary, manage a cross functional team on serious customer service issues (constraint management/quality spikes/receivables)
- Promoting and selling technologies in line with product plans
- Ensure health and safety policy is adhered to throughout the teams either office based or plant/customer based

THE PERSON

Applicants should have a clear understanding of the Automotive industry, with a very good understanding of automotive glass and manufacturing processes. An engineering or numerate/technical discipline is also required.

Strong leadership capabilities are essential, with the ability to manage people remotely across the European region. Excellent interpersonal and communications skills are also essential as the job holder will have to communicate with people and customers at all levels so must be able to work well under pressure.

The successful candidate must also have the ability to define problems, collect data, establish facts and draw valid conclusions.

BENEFITS

- 25 days holiday
- Monday – Friday
- 37½ hours per week
- Employee discount schemes and corporate memberships
- On site Car Parking

Application is by CV and covering letter to Mrs Carole Riley via e-mail carole.riley@nsg.com

Visit us at www.nsg.com/careers

