



Internal Account Manager

About Millgate:

In the 24 years since launching, we've developed a reputation as a trusted adviser to our clients, able to understand their requirements and provide the very best solutions to meet and exceed their individual needs.

We supply goods, services and solutions across the public and private sectors, including retail, distribution, healthcare, education, transport and many more.

To put it simply, we deliver on the fundamental requirement that any product, service or solution we implement into your business works.

At Millgate, we appreciate that our staff are our most important asset. We know how hard they work for the organisation and its customers, and we offer generous rewards and recognition for our employees' achievements, commitment and loyalty. Our annual appraisal and performance management framework provides a tailored learning and development plan for each employee, and we have a bespoke rewards and recognition programme in operation across the business.

We take our corporate social responsibilities and our position in the community extremely seriously. We have an extensive CSR programme, which all our employees embrace and participate in. This includes environmental responsibilities, regeneration projects, sponsorship, educational programmes, local partnerships, volunteering and charity fundraising.

The Opportunity:

As Millgate continue to grow, we are recruiting an Account Manager based out of our Sheffield office.

The ideal candidate will have a solid track record within outbound B2B telesales (IT is desirable but not essential). They will possess a strong commercial acumen as well as an in depth understanding of the importance of customer service, recognising the need to balance profitable growth with customer satisfaction.

You will be responsible for gaining the interest of potential clients by making daily outbound calls promoting our company, our products and the benefits of working with us.

Roles & Responsibilities:

- Sell a range of products and services to both new and existing customers
- Make B2B outbound calls



- Generate new business to Millgate by means of using existing industry networks, prospecting and marketing campaigns
- Effectively build, manage and maintain long-term customer relationships at the highest level (both new and existing accounts), to serve as a trusted adviser
- Closing opportunities
- Direct prospects to the field sales team
- Understand and adapt to Millgate's ongoing product and technology developments

This position offers a fantastic opportunity for motivated and dynamic individuals to start on a career path in a fast-paced industry.

At Millgate we offer a development opportunity for candidates to train and move into a wider sales role (further details can be discussed during the interview process).

Personal Attributes:

- Humble
- Agile
- Smart
- Curious
- Hungry
- Integrity

The Package:

Millgate offers an incredible package of benefits, from our competitive salaries, through to current care and future financial stability for you and your family with our healthcare and pension schemes.

- Negotiable basic, dependent upon experience
- Contributing pension scheme
- Private healthcare
- Increased holiday with service
- Childcare vouchers
- Tailored training and development plans
- Real opportunities for progression