

**WE ARE  
INVISIBLE.**

**YOU ARE NOT!**

FUCHS is a Global Group with German roots that has developed, produced, and sold lubricants and related specialties (more than 10,000 products) for more than 85 years. With 62 companies and more than 5,600 employees worldwide, the FUCHS Group is the leading independent supplier of lubricants.

## Account Manager – Smart Services

**Location:** Northern England

**Hours of Work:** Monday – Friday 09:00 – 17:00 (35 Hours per week)

**This role is responsible for the commercial performance of our fluid management contract customers, which are categorised under our 'Smart Service' Programme.**

- Overall commercial responsibility and accountability for existing contract P&L.
- Develop and execute strategies to achieve revenue growth targets and secure long-term contracts,
- Review, analyse and understand new business opportunities. Plan, prioritise, and execute strategies accordingly.
- Consistently achieve or exceed territory revenue, pipeline and activity targets.
- Conducting market research to identify potential clients, competitors and new opportunities.
- Increase sales through building and maintaining strong relationships with key decision makers.
- Work closely with technical, operations and reliability teams to create and execute a customer strategy plan for current and prospective customers.
- Resolving any technical or product issues utilising the central technical department.
- Working with the operations team to ensure that the cost-saving process improvement trackers and site-specific trackers are up to date.
- Introduction of all new product technologies, working with various internal and external stakeholders to deliver process improvement, total cost of ownership and financial gains.

### What you'll bring:

- Ability to form strong long-term relationships with key decision makers across functions
- Previous experience in a customer-facing contract management role with commercial responsibility
- Maintain a high level of technical knowledge in respect to key products and processes.
- Ability to project manage complex business opportunities, involving multi-site operations, with the capability to write, deliver and present proposals.

### These are your benefits:

- Competitive salary + uncapped performance bonus scheme
- Holiday Entitlement above Statutory.
- Car Allowance/Salary Sacrifice EV Scheme
- AE Pension Scheme.
- Employee Assistance Program
- Training opportunities for personal development
- Supportive working environment
- Discounted private medical cover

Do you have any questions? Winona Newman ([winona.newman@fuchs.com](mailto:winona.newman@fuchs.com)) will be more than happy to answer them.

Come be seen at FUCHS – join our team and move the world with us!

<https://www.fuchs.com/uk/en/careers/jobs-at-fuchs/vacancies/>

**MOVING YOUR WORLD**

