

UK Distribution Account Manager



part of the Trifast plc Group

Who we are

At TR, part of Trifast plc, we're more than fasteners, we're the trusted partner behind some of the world's most advanced industries. As a global leader in the design, engineering, manufacture, and supply of fastenings and Category 'C' components, we deliver smart, efficient solutions that enhance performance across major assembly operations.

From Automotive to Smart Infrastructure and Medical Equipment, our focus on engineering excellence and streamlined supply keeps us at the forefront of progress.

We're looking for a driven and dynamic UK Distribution Account Manager to contribute to our continued success on a global scale.

We are looking to recruit a UK Distribution Account Manager on a permanent basis to join our Sales team based at TR-East Grinstead (RH19 1XZ).

The Role

The role of UK Distribution Account Manager will be to assist in the effective and efficient running of UK Distributor accounts, in order to satisfy customer requirements and to ensure continued sales growth. The role involves maintaining high-levels of customer care, both internally and externally, through strong, clear and consistent communication with the UK Distributor customer network.

Key Tasks

- Maintain and develop existing UK Distributor accounts through clear and concise communication, high service levels and promoting our Company capabilities
- Prompt response to customer enquiries, orders and queries
- Ensure daily routines are in place and maintained to ensure smooth running of customer account
- Work with customer to ensure underwritten stock is taken in a timely manner
- Work with key stakeholders across the business make sure customer needs and expectations are met
- Gain understanding of the customer contract so we can meet the customer requirements
- Monitor and share exceptional enquiries and the outcome on a bi-weekly basis. Additionally record lost business monthly
- Assist in achieving an annual targeted growth in Sales
- Participate in regular sales meetings
- Meeting key accounts when and where necessary

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- Collaborate with the supply chain team to review customer forecast to help ensure budget success
- Escalate concerns in a timely manner to the appropriate person
- Commit to, and work towards, any objectives and targets set by direct manager or team leader including but not limited to:
 - Margin Management
 - OTIF
 - Aged Debt

The Candidate

We are seeking a detail-oriented individual with excellent communication and interpersonal abilities. The ideal candidate will possess strong problem-solving skills and a good standard of numeracy and literacy. A demonstrated ability to work both independently and collaboratively within a team environment is essential.

Proficiency in Microsoft Office applications, particularly Word, Excel, and Outlook, is required. Experience or proficiency in Microsoft D365 F&O will be highly regarded. The successful candidate will be capable of managing tasks with accuracy and efficiency, contributing positively to team outcomes in a dynamic and fast-paced setting.

What we offer

- On-site parking
- Life insurance
- Pension
- Employee Assistance Programme

To apply

If you are interested, know of someone who might be or have any queries, please contact:
careers@trifast.com

To apply for this role, kindly send your CV and specify the position you are applying for to the above email.