



JOB PROFILE

Job Title: Account Manager

Department: Dezrezlegal

Location: Remote (UK) with monthly visits to Head Office (Swansea)

Salary: On Target Earnings £50,000 (Basic: £35,000) plus car allowance and mileage

Main Purpose of the Role

Dezrezlegal, a leading provider of expert residential Conveyancing services, seeks a dynamic Account Manager to enhance customer service and drive sales support for our property partners. The role involves establishing strong relationships, developing commitment to our services, and ensuring revenue growth. The successful candidate will excel in both sales and customer service, demonstrating proactive, adaptable, and results-oriented traits. Travel is essential for this role, including regular visits to property partners.

Key Tasks and Responsibilities

- Deliver sales against targets and manage a portfolio of Dezrezlegal introducing accounts.
- Develop existing accounts to increase revenue.
- Assist with onboarding new Dezrezlegal introducing accounts.
- Establish and maintain ownership of customer relationships, collaborating with other teams to resolve issues.
- Conduct a rolling programme of in-person visits to Dezrezlegal introducing accounts.
- Collaborate with marketing on various initiatives, such as mailshots, website content, social media, and in-product marketing targeting existing customers.
- Maintain a strong understanding of products, services, pricing, competitors, market trends, and industry developments.
- Participate in the betterment of the organization and support colleagues.
- Always comply with all Dezrezlegal policies and procedures.

Skills & Attributes

- Essential: Experience of working within Estate Agency or with Estate Agent partners.
- Essential: Proven account management experience in B2B Sales
- Comfortable working in a target-driven role.
- Enthusiasm for sales and achieving results.
- Exceptional relationship-building and development skills.
- Driving License (Travel Essential).
- Strong written and verbal communication skills.
- Excellent interpersonal skills.

- Proficient in IT.
- Strong administrative capabilities.
- Self-motivated and capable of working independently.
- Ability to take ownership of projects/tasks from start to finish.