

We are looking for a

Account Manager – Estate Agency

Location: Home-based

Reporting to: Area Director

The role

To manage designated regional 'key accounts' on a day to day basis to achieve activity and sales targets. Build and maintain the best possible relationship with all 'key accounts' as identified by the Area Director.

A typical week as an Account Manager might involve

- Achieve new product targets to 'key accounts' and other members in your area of responsibility.
- Identify new business opportunities, present and close with a bespoke advertising solution.
- Complete quarterly customer satisfaction audits
- Conduct regular account reviews to prove value and ROI.
- Conduct relevant product and service training with 'key accounts'
- Consistently ensure all 'key accounts' have clear understanding of pricing structure and new Rightmove initiative
- Feedback, with regularity, details of "the market" to Area Director and Estate Agency Board
- Actively participate with on-going training for reviews and Rightmove Choice selling
- Attend regional and national meetings to provide updates and feedback
- To maintain a CRM database of your customers and other members in your area
- Work closely with your Telephone Account Management (TAM) and Customer Service colleagues to offer consistently great service
- Liaise closely with Area Director, Telephone Account Manager, Head Office support departments

We're looking for someone who

- Has consistently over achieved set sales targets
- Structured, disciplined, energetic, committed to individual and group improvement and achieving sales targets
- Open and honest team player
- Excellent eye for attention to detail and accuracy
- Analytical and confident with data analysis
- Able to thrive in a hardworking and dynamic management team
- Driven to exceed team expectations
- Problem solver with the ability to take ownership and resolve issues
- Strong communication skills
- Ability to challenge ideas and ask questions
- Confident in using a PC, particularly competent in Word, Excel, PowerPoint and company systems.

Ultimately, we care much more about the person you are, how you think and approach things, than a list of qualifications and buzzwords on a CV. Even if you can't say 'yes' to all of the above, but are smart, self-motivated and passionate about delivering a great Customer Experience then get in touch.

What do our team say about working here?

'We work a lot of hours in our lifetime so making the best of it is a must! Rightmove really do try and ensure you are treated as an 'Individual' not just a number. You feel as though your contribution is worthwhile and appreciated.'

'Joining Rightmove was one of the best decisions of my career so far'

'My job is enjoyable, challenging, and I work with an amazing team of intelligent and passionate individuals.'

'Working for Rightmove allows me to be expressive and creative whilst always being supported by my peers and managerial members'.

'Rightmove is like working for a big family without fear of hierarchy, I feel valued and appreciated for what I offer as there are no 2 people the same at Rightmove and individuality is embraced'.

About us

We are on a mission to 'help people make the right move', we launched in 2000 with a will to make home-hunting happy, by showing all property in just one place.

A great success story, we're now the biggest home-grown web brand in the UK our traffic levels surpassed only by Facebook, Google, YouTube, eBay and Amazon.

Despite this success, we remain a down-to-earth bunch. To join us in our mission, we look to recruit people who share the same values and beliefs as we've always had, because Rightmove is people. We call it the secret to our success and why staying 10 years or longer, reaching 'gnome status', is simply the Rightmove way.

We encourage and support all Rightmovers to continuously develop themselves. Together we work towards the best outcome, both in terms of our technical solutions and continued business growth. We are always on the lookout for the great new people to join our team. If you are a smart and passionate initiative-taker then get in touch. You could be part of the next chapter of the Rightmove story! Will you be 'Gnomed?'

Did you know?

- Rightmove was meant to be called 'Doorknob.' But it didn't quite have the same ring to it
- There have been eight weddings between Rightmove colleagues over the past 16 years
- We still have employee #1 working at Rightmove
- We currently have 52 gnomes on our gnome tree