

## CURRENT VACANCY

### KEY ACCOUNT MANAGER – PROJECT DELIVERY SERVICES

SRC Infrastructure has been providing project management and engineering-based advisory, consultancy and managed services solutions to UK infrastructure clients for almost 20 years. We are a small to medium sized company that has built a strong reputation delivering multi-disciplinary projects and programmes for private and public sector clients. We carry out multi-disciplinary design packages and support clients with turnkey domain expertise in their teams.

We have exciting opportunity for a **Key Account Manager – Project Delivery Services** to join our collaborative and dynamic team and contribute to achieve year on year growth.

#### Job type:

- Full time – permanent

#### Remuneration:

- Basic Salary - Competitive
- Annual Bonus - Very lucrative (depending on account performance)
- Benefits - Pension Scheme, Flexi-time working arrangements, Professional Membership Fees, Annual Gym Membership, Free Breakfast (Canary Wharf Office), Free after work drinks at our Canary Wharf office bar

#### Location:

London – flexible to travel between SRC Office (Canary Wharf) and various TfL offices (Stratford)

#### Job Description:

Responsible for providing clear leadership and direction in respect of one or more key accounts, whilst working closely and directly with clients, key stakeholders and the internal SRC team. You will have the opportunity to impact strategic business relationships and the responsibility to sustain and grow work with existing and new clients. You will be accountable for business development activities pertaining to the selected key accounts (both current and target clients) whilst actively supporting the delivery of current projects within your portfolio. The role will be a combination of project delivery (billable) and sales activities (overhead). The Key Account Manager will ensure there is a balance between the two depending on workload demand.

- Manage and maintain external stakeholder, client relationships and networks to identify opportunities and potential clients to position the company competitively in the market
- Focus on growing the team in addition to; manage, mentor and coach staff and team members to develop internal expertise and to ensure that staff are adequately equipped to perform
- Manage bids and procurement activities on the relevant frameworks
- Responsible for executing a customer engagement plan designed to strengthen relationships, uncover emerging client requirements and meet annual revenue and margin targets
- You will be accountable to the leadership team for the delivery of the client strategy plan and setting of priorities to achieve the plan

Business Unit: Project Delivery Services (PDS)

The Key Account Manager will oversee sales and delivery activities within PDS. The focus of the unit is to provide a combination of advisory, consulting and managed services in Project Management and PMO disciplines. This will include being responsible for the TfL Project and Programme Management Framework in addition to providing Project Management and PMO services for contractors and other private client organisations. A key strategic target for PDS is to diversify the client base and enter the non-rail marketplace in the coming year. The Key Account Manager will be supported by the leadership team to exploit any opportunities in that direction.

#### Essential Criteria:

- Industry related Degree or equivalent
- Significant and proven experience in a consultancy, construction, infrastructure, or client organisation delivering projects
- Excellent written and verbal communication skills
- Ability to work under pressure within time constraints
- Proven ability to build trust, openness and understanding of multi-discipline teams, ensuring strong communication and collaboration
- Possesses capability to confront issues and achieve required outcomes using diplomacy and negotiation, but also being assertive where required.
- Ability to lead and win new work, including contribution of high-quality content.
- Ability to facilitate workshops with senior client and consultant professionals
- Experience in managing complex projects, bids and proposals

#### Desirable Criteria:

- Experience of developing and maintaining client relationships and key accounts, including securing new work
- An understanding of sector and project finance and funding
- People management experience
- The ability to provide professional guidance and oversight of team members
- Holds a professional membership/accreditation

#### Application Process:

If you are interested and would like to be considered for this role, please send your CV and cover letter to [vacancies@srcinfrastructure.com](mailto:vacancies@srcinfrastructure.com)

We will review your application and be in contact if we feel that you are a suitable candidate.

#### Please Note:

Successful applicants will be required to undertake a Disclosure and Barring Service (DBS) check and will be asked to provide proof of identity, Employment/ Education History, Right to Work and Criminal Record. If you are unable to provide these documents, your application may be rejected.