

ACCOUNT MANAGER OPPORTUNITY:

The role will be responsible for maintaining and developing existing customer accounts as well as new opportunities.

You will be expected to attract, build and maintain business through effective promotion of products and services and will be responsible for all sales activity to maximise sales and margin performance across the account portfolio within the area.

DUTIES & RESPONSIBILITIES

Comprehensively promote Phoenix product range and services to all current and prospective customers within designated account responsibility.

Lead all price and service negotiation within agreed commercial parameters.

Prepare quotations/ respond to price requests/ respond to sample and information requests rapidly and comprehensively.

Document customer meetings and establish rigorous follow procedures to maintain momentum.

Direct and support outbound sales call activity with internal sales.

EXPERIENCE & SKILLS

Experience:

Sales Account Management – Essential

Fragrance industry/ products/ services – Essential

Commercial or role in B2B environment, Personal

Care, Cleaning or Chemical industry – Desirable.

Graduate or equivalent – Desirable.

Reporting to senior management – Essential.

Distribution – Desirable.

Field sales - Desirable.

Technical/ Solutions selling experience of fragrances coming into the market.

Self-managing/ board level reporting – desirable.

Skills:

Communication – Essential.

Negotiation – Essential.

Organisation & Planning – Essential.

Presentation skills – Essential.

Good telephone and face to face relationship skills – Essential.

Commercial Acumen – Essential

Computer literacy (Basic word and Excel) – Essential

Numeric agility – Essential

Full UK Driving Licence – Essential

3 + years sales experience – Desirable

Strategic Planning – Desirable



DETAILS OF EMPLOYMENT

Hours: Monday to Friday – 9am to 5pm

Full time permanent position

Home/ office based

Get in touch!

Should you feel that you fulfil the requirements of the role, please send a covering letter and a copy of your CV and salary expectations to bryan.debeer@phoenix-fragrances.co.uk.

No agencies please

Closing date: 15/03/18