

Job Title: Account Manager / Business Development

Department: Sales

Location: Central London

Keywords:

Sales, B2B, Account management, Business Development, Export sales coordination, Food industry, Customer service, French, Spanish, Russian, Italian

About Dalebrook:

We are the global leader in the design and manufacture of melamine food display products, including trays, dishes, bowls, platters and utensils. We design, manufacture and distribute high quality 'solution-based products' for customers such as hotels, supermarkets, distributors, restaurants, independently owned outlets.

We have offices in Essex, Central London, New York and China.

Purpose of Job:

Account management and business development-based role, selling products across the our brands.

Main duties

- Achieving agreed annual business development sales revenue in the assigned territories. Ensuring weekly and monthly targets are achieved
- Track sales daily and monthly by number, monitor sales and products to customers against budget.
- Managing existing Dalebrook brand distributor relationships. Monitoring all existing and prospective markets in Europe and assist in identifying appropriate business opportunities.
- Co-ordinating samples & bulk order deliveries to customers in the assigned territory. Ensuring the appropriate follow up and customer relation is upheld.
- Ensure distributors are up to date with current marketing literature with existing and new product launches. Periodic product training will also be required.
- Periodically visiting the market/s to support business development & grow the brand.
- Introducing prospective new accounts/distributors to the Dalebrook brand.
- Optimising the use of our prospective client database to generate new business.
- Internal co-ordination of all elements of the distributor sales mix (new product requests, pricing & trading terms, local marketing events like trade shows, product intelligence, etc.)
- Selling the full range of the brand offering to prospective/existing accounts.
- Communicating new product developments to prospective clients.
- Providing product and service knowledge to customers.
- Providing management with market feedback.
- Ensuring all sales opportunities are fully captured and explored.
- Account Management, ensuring customers are knowledgeable of what we are doing etc.
- Maintain high level of market awareness and strong distributor networks

Personal Specification

- Fluent in English (spoken and written)
- Fluent in either Italian or German (or both) would be an asset
- An all-rounder who is happy to be involved in every phase of the sales process and account management
- Previous background in business or sales development in a customer facing role would be an advantage
- A positive attitude and the ability to use own initiative.

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Personal Specification (continued)

- Reliable, proactive and approachable.
- Travel as required to meet prospective customers/new accounts whilst visiting existing customer base.
- High level of commercial awareness
- Self-motivated and problem solver
- Computer literate (Excel, Word, Outlook, etc)
- Eligible to work in the UK.
- Excellent attention to detail
- Flexible, courteous with strong interpersonal skills and positive approach
- Willingness to learn with a can-do attitude

The Candidate

The ideal candidate will be efficient, hard-working, diligent and tenacious with a thirst for selling and passion to succeed. We are looking for a candidate whom excels at forming relationships (good with people) and whom can deliver excellent customer service.

You will likely have a big personality and not be afraid to give your views when prompted, nor be afraid to pick up the phone and try to upsell products to our customers.

The Offer

Salary will be dependent upon experience and there are 'on target earnings' there to be earned. You will have a target to work to but this is uncapped. There is great earning potential for the right candidate, you will just need to 'want it'. Additionally, as mentioned above, we work in contemporary offices with state of the art technology. We are a company that has the luxury of being able to design and manufacture solutions for our customers and we welcome creative candidates to apply. We have a huge array of facilities and manufacturing processes open to us, allowing us to deliver to our customers, a solution that exceeds their expectations – we just need another excellent personality to join our already strong sales force, to open up more doors for us.

When you are required to visit your customers, we have a fleet of high spec cars available to you too.