

**Job Title:** Account Manager / Business Development

**Department:** Sales

**Location:** Central London

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### 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, Miami and China.

### Purpose of Job:

Account management and business development-based role, **selling** products across our brands. We are looking for candidates to **partner** with the sales team, **sharing** our **vision** to achieve **growth**.

### 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 Spanish
- 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.
- 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

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### Personal Specification (cont.)

- 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 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, 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.

The role also brings with it a huge potential for growth. We prefer to grow our talent from within and our very own Managing Director, started with us as an Administrator, and worked her way up - to the very **top**!

Culturally, we adopt a **focussed** and **collaborative** environment. You will find many of the employees have been with the business for some time, which we feel speaks volumes. You can be assured you will be joining a **solid**, **professional** and **secure** business, with a mass of experience and opportunities. The nature of our business brings with it some **compelling** sales opportunities and opportunities to create new, **ground-breaking** products. These are very **exciting** times for us, and this is a **fantastic** time to join us.