

Job Title: UK Account Manager – London Based

Department: Sales

Responsible to: Sales Manager

Responsible For: N/A

About Dalebrook:

Dalebrook design and supply high quality, innovative presentation and display solutions that are trusted by the world's leading food producers and contract caterers. Our approach to business is fundamentally design driven. Our design team work closely with our customers to develop new and original products with a shared interest to constantly improve the way food is displayed and served.

As a global leader in our field, our creative inspiration comes from studying culture, food service and wider design trends worldwide. We are inspired by working in close partnership with our customers as we constantly strive to deliver the most original and highest quality food service and display solutions.

We have offices in Essex, Central London, China and New York. This role is based in our luxury contemporary showroom in Central London.

Purpose of Job:

UK Account Management

Main duties

- Responsible for managing the sales of both existing distributors and key clients
- Monitoring all existing and prospective customers and assist in identifying the appropriate business opportunities
- Achieving monthly and annual sales targets
- Develop positive relationships with clients
- Manage projects within client relationships, undertaking client goals while meeting business expectations
- Identifying and attending client meetings nationally
- Provide sales reporting and present sales analysis to senior management
- Management of annual sales budgets and negotiating terms
- Identify business opportunities and execute successful business development
- Completing administrative work when required

Personal Specification

Sales driven/ highly motivated individual

- Outgoing with great communication skills
- Proven sales account manager background
- Experience in sales and an ability to deliver excellent customer experience
- Deliver on projects and respond to inquiries on time
- Negotiation skills with ability to manage price queries and budgeting.
- Demonstrable experience of growing accounts through business development.
- MS Office literate (MS Excel in particular) CRM & NAV

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.