

Promotions Sales Executive: .

MICHTON. Ltd –‘Bite’ is one of the leading suppliers of confectionery promotional solutions in the UK.

We are looking for dedicated sales executives to handle this growing & exciting part of the business.

The role: Based at our site in Swansea. This is a B2B position.

- To handle and grow an established customer base, selling from an existing product range.
- To find new customers and develop strong viable business relationship.
- To network within the promotions industry.
- To identify and exploit new *profitable* opportunities for sales and marketing.
- To develop new viable products and concepts for the customer base.
- To identify trends in the market and update the directors of the business accordingly.
- Monitor competitor activity and report back accordingly.
- To liaise internally with colleagues in IT, production, accounts.
- Report directly to the directors.

Above all, to deliver strong profitable sales growth.

The candidate:

You will possess the following key attributes:

- A keen sales person with a proven track record of success, preferably within the promotional industry but not necessarily confectionery.
- Be able to develop good solid business relationships.
- Be an excellent communicator.
- Have strong negotiating skills.
- Be tenacious.
- To be able to work in an organised and methodical manner.
- Have basic IT skills, i.e. Word, Excell, Outlook, etc.
- Be able to manage multiple projects at any given time.
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The ideal candidate will need to be IT literate, have an excellent telephone manner and be smart in appearance. Although the role will be office based, you will be required from, time to time, to attend trade shows, which will entail staying away from home and working weekends.

Hours : Mon to Fri 9.00 am to 5.30pm (nominal) – it is expected that, the successful candidate will work to complete a task.

Salary: basic with no upper limit on sales commission.

In the first instance, please forward your CV and covering letter to:

Michton Ltd
Recruitment Dept
Kingsway
Swansea West Ind. Estate
Swansea SA5 4DL

And mark you envelope ' promotions Exec'

Or, e-mail to admin@michton.com

If you have not heard from us within 2 weeks you may consider that, your application has not been short listed. **N.B. NO AGENCIES UNDER ANY CIRCUMSTANCES. PREVIOUS APPLICANTS NEED NOT APPLY.**

Job description:

- To promote and sell the 'Bite' range of confectionery promotional products:
 - To reach and exceed monthly and annual targets
 - To increase distribution of the range
- To manage an existing portfolio of accounts :
 - Maintaining regular contact by phone or customer visits.
 - Increase sales in these accounts.
 - Increase distribution in these accounts.
 - To monitor competitor activity in these accounts.
- To liaise with suppliers:
 - On NPD
 - Product supply
 - Packaging supply
- To seek new accounts:
- Where appropriate, to manage product development for volume customers.
- To report back on a weekly & monthly basis to the directors:
 - Sales per week and month
 - New listings in existing accounts
 - New accounts opened
 - Competitor activity, i.e. retail prices, cost prices, service levels, npd.
- Hours, the notional hours for this role are: Monday to Friday 9.00am to 5.30pm. However, it is expected that the successful candidate would have sufficient drive and ambition to work till job completion. This role will also include weekend work attending trade shows and assisting in the set up of trade shows.

The role will also entail travelling to meet and present to customers. Although the aim is to undertake such work at mutually convenient times, appointments will be made to suit the customer's requirements. As such this could entail travel at early times of the day, late returns and staying away from home.