



Title: Sales Manager

Reporting to: Divisional Manager/Co-Head of Sales

Job Purpose

As Sales Manager you will be responsible to a specific division(s) and supplier relationships and will be focussed on ensuring they are maintained and improved. You will have a willingness to learn the fundamentals of commercial and technical customer/supplier needs, you will have the ability to consider how stakeholders are affected by actions. As the 'glue player' you will be instrumental in keeping the team on course for customer satisfaction.

You will be the intermediary for the customer, Interfood Group, and the supplier, you must strive to deliver the customer centric influence to all internal departments throughout the entire relationship. As the external 'face' of the company, you must ensure our 'best in class' service is offered from you and our company, provide customers and suppliers with all relevant information and assistance they need to achieve a commercially viable business relationship with the Interfood Group.

You will be an Ambassador for the Group, its interests and its reputation, internally and externally. You will have excellent manners, personal presentation and attitude. You will set examples within the Group by promoting a good, collaborative and positive working environment. Our customers and staff should see you as the go to person with all issues, regardless of importance.

Education and Experience

- Business diploma/degree or related professional qualification is desirable.
- Relevant technical product skills and industry knowledge is desirable.
- Proven experience in stakeholder engagement.
- Understanding of market research analysis.
- Experience in supporting and understanding needs of a team.
- Experience with relevant software and reporting applications.
- Ability to quickly learn and develop current knowledge of products, applications, market conditions, competitive activities, advertising and promotional trends.
- Information management and reporting.
- Organisational, planning and time management.
- Driving licence is essential.



Remuneration

£25,000 - £30,000 per annum starting basic

Key Competencies

- Excellent written and verbal communication skills and formal presentation skills.
- Relationship building: customer, supplier and internal.
- Ability to interpret customer needs and translate them into clear and effective written solution/proposals and quotations.
- Negotiation skills.
- Problem analysis, problem-solving and decision-making.
- Financial awareness of ROI, budget control and monitoring.

Duties and responsibilities

Customers and Suppliers

- Support the divisional manager in developing and maintaining business relationships with current and prospective customers to generate repeat and new, business for Interfood products and services.
- Maximising the profitability of sales and services by recommending cost-reducing initiatives, whilst maintaining productivity and quality.
- Travel throughout the UK supporting the divisional manager with existing and potential customers relations, analysing their needs, identifying products and services we can offer, maximising market potential.
- Support the divisional manager with written project Briefs, solutions/proposals/quotations and calculations.
- Communicate and own with staff and suppliers our customer requirements or problems in a professional, accurate and timely manner, instigate follow-up deadlines to make sure actions are completed.
- Build, maintain and own CRM database with all customer interactions.
- Liaise with suppliers where required.
- Attend and participate in Exhibitions and Trade Fairs where necessary, supporting the sales and marketing team.
- Own all projects from start to finish within your remit.
- Implement the company's strategic and operational plan for growth.
- Identify opportunities for future growth.

Internal

- Support the divisional manager in successfully growing key customer accounts.
- Support the divisional manager in launch of new product/division lines.
- Support the divisional manager growing and improving aftersales offerings.
- Liaise with Head Office Sales Co-ordinator to keep an accurate up-to-date diary, including outlook company calendar, detailing your activity (who, where, when, why).
- Submit accurate mileage and expense forms monthly.
- Promote collaborative working with Head Office internal systems to ensure all contacts, i.e. customers, potential customers and suppliers contact details are kept up to date to enable accurate on-line marketing and promotional activities.
- Take responsibility for notifying office of any changes that need to be made to the Interfood Group website relating to your product.
- Manage time and workload efficiently.
- Take part in Annual appraisals with your line manager, discussing successes and identifying skills gaps related to product knowledge or performance improvements.