

For our **UK Sales team**, we are looking for an

Account Manager UK – region UK West / South-West

The Account Manager is responsible for pursuing new account opportunities and maximizing profitability of accounts in order to expand the account portfolio. He / She will accomplish this by introducing, implementing and executing sales plans based on the sales strategy outlined by the Sales Manager UK & ROI and including product placement (POS) plans, while monitoring performance and reporting on key performance indicators. The Account Manager has ownership of all aspects of account relationships and leads the development of long-term strategic partnership planning with the account(s). This involves knowledge of the assigned account portfolio, an understanding of the dynamics within the relevant market and using markets insights, know and execute Carhartt brand strategy as well as account planning, retail analytics.

You will work closely together with the Sales Manager UK & ROI (reporting to the International Sales Manager) and the Account Manager UK North, the EMEA customer service team and the EMEA marketing team (including visual merchandising).

Duties and Responsibilities

- Achieves annual sales targets and profitable margin goals for the assigned account portfolio.
- Develop a broad knowledge of market dynamics and opportunities, of his/her (potential) customers, industry and position in the market.
- Develop and use deep knowledge of Carhartt products and collections, Carhartt brand strategy and Go-To/Market strategy, in order to clearly articulate the benefits of Carhartt products over others.
- Make sure that brand and product knowledge as well as the retail marketing concepts (fixtures, signage and relevant instructions) are well understood and used effectively by store staff.
- Prospects and develops new accounts within the defined working area.
- Identifies and creates (unique) approaches to create customer value, proposing and selling ideas and solutions successfully.
- Reacts promptly to issues and provides ongoing service to his accounts, being a trusted partner.
- Takes ownership and accountability of the execution, achievement and measurement of the results within his account portfolio.
- Works on optimal replenishments of stock/products by using forecast tools, pre-orders and other means in order to be able to meet customer expectations.
- Monitors trends and competitive developments and provide market intelligence feedback to the Sales Manager UK & ROI.

What do you bring to the table?

- Bachelor's degree in commercial studies or related field, or equivalent relevant experience in a sales role.
- Minimum of 3-4 years' sales experience (Account Manager) with demonstrable track record in meeting targets and effective account management.
- Knowledge of the apparel industry and/or workwear industry and/or retail channel experience has our preference; selling experience (and business network) in related business sectors such as for instance agricultural, tooling, outdoor is a requirement.
- Ability to efficiently organize, prioritize and schedule workload; time management and organizational skills as well as being able to accurately identify priorities.
- Self-starter and ability to work independently.
- Excellent English verbal and written communication skills required.
- Strong organizational and computer skills, specifically Microsoft (office) applications and some experience in working with ERP systems.

For this position, we are looking for candidates who are naturally suited to new business development. You should be assertive, enjoying the challenge of opening up new territories. In an existing account management role, you should prefer up-selling activities to on-going account maintenance or technical problem solving.

You should be pressure oriented and push to move the sale along quickly, preferring short-term sales cycles. In long-term sales, you should have the drive to keep the sale moving forward, shifting your focus to more immediate opportunities.

You should show determination to overcome resistance and bring the sale to a positive conclusion. You should enjoy autonomy, preferring less structured selling roles. You should favor relationship building yet be able to adopt a more factual approach if needed.

Application process

We will (only) contact candidates with a suitable background (see entry requirements), living in the relevant area in the UK and who are a potential match for this role.

If you are interested, please contact our UK recruitment agency directly:

GrassGreener Group

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