

Successful French brand of accessories for laptops, mobile phones, tablets with products distributed in France, UK, Spain, Portugal, Belgium and in the USA, is looking to recruit a **UK Sales Manager** to increase their UK market share mainly via distributors and resellers route. The role requires someone with an existing network in IT accessories distribution with the ability to work on their own. The UK sales manager role can develop towards a Country Manager position for the right person. This is WFH role.

ROLE:

- Identifying and qualifying distributors, resellers and retailers
- Organising clients visits
- Booking appointments with buyers
- Negotiating contracts and product range referencing
- Account management of existing clients
- Updating CRM and filling weekly activity report
- Liaising with the Export Manager based in France

PROFILE:

- Min 5-year experience in B2B sales within IT distributors
- Experience in generating leads and reaching targets
- Previous cold calling experience
- Strong communication including objection handling
- Self-starter, autonomous, organised and dynamic

SALARY:

Basic salary between £54k and £56k + com – OTE £80k
+ bonus if targets are achieved
Laptop, mobile, phone