

French skincare brand selling in the UK through a network of beauty salons is looking for a Senior Area Sales Manager **to work on the regions north of Manchester (including East and West)**. You will target beauty professionals and will work on the development of a network of retailers of beauty products as our client is to launch a new range. This position is to be a deputy role for the Country Manager, and will involve supervising the operations when she/he is not available (at the moment based in Newcastle-upon-Tyne). Part of the Senior Area Sales Manager role is account management, but business development for new and existing products will be key and rewards will be calculated accordingly.

#### **ROLE of the Area Sales Manager:**

- Qualifying prospective clients and booking appointments
- Pursuing walk ins with potential clients if an opportunity arises
- Presenting products, upselling when possible
- Proposing training to clients
- Account managing existing clients and visiting them
- Supervising operations when necessary
- Processing orders and liaising with the in-house logistic assistant
- Keeping the CRM updated
- Participating in professional trade fairs

#### **PROFILE:**

- **Previous experience in B2B sales in the beauty or similar industry**
- Ideally qualified as a Beautician or similar
- Experience in generating leads and reaching targets
- Strong communication skills including objection handling
- Excellent presentation
- Self-starter with outgoing personality
- Living on patch
- Clean driving licence

#### **SALARY & BENEFITS:**

- Between £35k and £40k/pa negotiable according to skills and experience + com – no threshold
- Car allowance
- Other benefits to be confirmed