

Job offer: Sales Tiger UK/Ireland

Manta is a business to business agency for various international brands of design gifts and decoration products for the French market, in the Benelux, in Germany, in the United Kingdom and in Ireland. Our unique products come from countries like UK, France, Spain, Germany, the Netherlands, Sweden, and the United States. Our large collection exists of fun and useful products, often with a twist and that have an excellent value for money. Our customers vary from gifts shops and department stores to museum stores and web shops.

To strengthen our presence on the UK and Irish market we are looking for a:

Sales Tiger for the UK and Ireland

If commercial relationships make your heart beat faster, if you get a kick out of closing that big order and if you love people contact while using your languages, this job is made for you! You will have daily contact by e-mail and by telephone with our customers in the UK and Ireland and with our suppliers in the various countries in Europe. You will have to maintain and develop relationships with our existing customers, advice and sell the right products for their shop, and win and develop loyalty of new customers. You feel at ease with using the telephone and a computer to treat orders. Your function thus will include an administrative role, but you will also often travel to visit customers and twice a year our activity moves towards various national and international trade shows where we meet our customers and present them our new products.

Besides the fact that a driving license is essential, we are looking especially for a relationship manager with excellent communication skills, dedication and with an affinity for our products and our universe.

It is important that you understand the life of a sole trader so that you can react on their needs and you will also need to know what is necessary to develop a brand.

Sales targets will not frighten you; on the contrary, they are an integral part of your motivation!

Even if you are on the road, you will be a member of our team and you will need to communicate non-stop with your colleagues at head office, where you will work most of the time.

In this role you will be all the time in touch with our international suppliers and especially our customers and therefore we are looking for someone native from Britain or Ireland based in London.

If all the above fits your profile then please send your CV and cover letter to Carolien@mantagifts.com. We would appreciate it even more if you send us your own sales pitch on why you are the one for the job (be creative).

For more information: www.mantagifts.com

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