

Job description

Role Title – International Sales Manager

Based in Denham\Loughborough with extensive international travel

Why join Style Library?

There's something inspiring about working at Style Library, perhaps it's our iconic brands and the nature of our diverse range of authentic British designs as well as our ever-growing collaborations in our Licensing department?

If you love interiors as much as we do, this could be the beginning of a wonderful journey.

We create styles that celebrate a passion for colour, texture, craftsmanship and innovative design. We are a global leader in interior design and we are proud to manufacture, market and distribute our brands around the world. We employ approximately 700 employees and now have exciting opportunities to join our International Sales team on a permanent basis.

If you're looking for a new challenge, join us as we inspire creative living in every home.

The Role:

Reporting to the International Sales Director\General Manager your responsibility will be to deliver year on year growth in revenue and profitability in designated markets.

What's involved:

- Develop a sales strategy in conjunction with the International Sales Director\General Manager to create an infrastructure to maximise growth opportunities in selected international markets
- Continually drive and secure new business opportunities
- Present new collections to agents, distributors and where appropriate, to retailers, to ensure they are well versed in all relevant products.
- Ensure agents and distributors are provided with the appropriate selling and promotional tools at the required time
- Manage, challenge and develop existing relationships with agents and distributors
- Ensure our product reaches the customer in the most efficient, cost effective and commercial manner
- Ensure the Brands are fully and appropriately represented within each market in line with brand values.
- Provide outstanding customer service through prompt and accurate support and advice.
- To work within agreed expenditure budgets
- Provide market feedback and input for future product development
- Evaluate market research, competitor and customer surveys.
- Negotiate, manage, review and renew contracts with agents and distributors, as required, to enable effective trading, operations and customer relations.

Essential Experience\Qualifications Required:

- Educated to Degree level preferred
- One additional European language as well as English is preferred
- International relations experience in a customer facing, sales capacity

- Proven sales growth performance.
- Management of Agents & Distributors.
- Track record of managing teams and working with customers remotely.
- Exceptional interpersonal skills.
- Self-driven, results-oriented with a positive outlook.
- Must be adept in use of MS Office packages, particularly Excel, PowerPoint, Word and MySales360.
- Strong commercial acumen. Confident in using profit and loss calculations, margin calculations and forecasting.
- Must be competent in writing business letters, quotations and proposals.
- Willingness and ability to travel extensively

What's in it for you:

As a Style Library employee, you will enjoy a competitive financial package, generous staff discounts across all brands as well as licensed products and 25 days annual leave.

If this sounds like the next step in your career - make your application today! We're looking forward to hearing from you! Send your CV to jobs@walkergreenbank.co.uk

You must meet the legal requirements to apply for this job. At Style Library we are committed to providing equal opportunities to all applicants and, and we welcome applications from candidates with diverse backgrounds.