

Job description

Role Title – Brand Development Manager – South West England (covering Somerset/Cornwall/Devon/Dorset/Bristol)

Based in the Field

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 **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 Head of Sales UK & Ireland your responsibility will be to implement the Style Library retail sales strategy in the UK, including the growth of existing partnerships, exploration and identification of new partnerships/accounts to maximise sales and profitability. Achieve year on year growth sales targets through a customer centric approach that understands and anticipates customers' needs.

What's involved:

- Develop, execute and drive strategic sales and business plan to achieve and exceed agreed sales targets within set expenditure budgets
- Develop strategic business plan for accounts in conjunction with Heads of Sales UK & Ireland.
- Ensure the Brands are fully and appropriately represented in line with brand values.
- Drive and secure new brand opportunities.
- Utilize WG360 to optimize sales opportunities.
- Record, analyse, report and administer using CRM to maintain comprehensive customer records.
- Share and promote the vision and strategy of the business with key buyers/customers and ensure that they understand the brand DNA of each Style Library Brand.
- Work closely with other Heads of Sales to optimise sales and representation particularly with NA's.
- Be a clear and regular proactive source of communication between key accounts, the sales force and HOS.
- Keep the business fully informed of competitor activity and general market information.
- Regular analysis of sales information for future business development.
- Formulate, review and implement the most effective journey plan.

- To understand and utilise appropriate social media in line with the Style Library policy.
- Submit comprehensive monthly report.
- Assist at Trade Shows to promote new and existing collections.
- Help with Customer complaints as requested by Customer Services.
- Report on market conditions and competitor activity.
- Maintain Company equipment to a high standard.

Essential Experience\Qualifications Required:

- Business related Degree or equivalent preferred
- Strong textiles knowledge and experience
- UK/EU Drivers Licenses
- Negotiation skills qualification desirable
- Highly self-motivated individual, good at negotiating and have interpersonal skills with the desire to develop these skills further
- Proven experience selling and promoting new business, as well as developing current contracts
- Solid track record of business development and account management
- Commercially aware
- Strong influencing, financial and negotiating skills
- Proven sales experience
- Strong business sense and industry expertise
- Previous line management experience advantageous
- Demonstrable ability to present, influence and communicate effectively at all levels of the business
- Self-driven, results orientated and a positive outlook
- Enjoy working in a team and closely with a number of internal stakeholders
- Strong analytical and numerical skills. You can build and explain financial models and have strong spreadsheet skills. Comprehensive computer skills including Microsoft Office, Outlook, Word, Excel and PowerPoint
- When required willing to travel regularly in order to engage directly with partners
- Professional sales training would be a strong advantage.
- Proven track record of achieving targets and driving sales growth in a business.

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!

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.