

B2B Account Manager – UK

Salary and commission to £25K + Car

95% Danish has already gained a reputation for representing the very best in Danish design representing the brands of Holmegaard, Ferm Living, Rikke Jakobsen, Unique Interieur and Elvang amongst others. Established in the UK just over 2 years ago the business is at an early stage of development with a strong potential for growth. In recent months we have begun to increase our activity in the B2B sector which we define as sales to Architects, Interior Designers, Restaurants, Hotels and associated sectors.

The role is home based so you must be able to organise yourself and your space to ensure you are able to work efficiently providing an exceptional level of customer service to both existing and new customers. You will be responsible for managing your account base from top to bottom so an analytical approach to call planning and range profiling is essential requiring spreadsheet, word processing and laptop presentation skills. As you will be working on your own much of the time you will need a certain resilience backed up by a good helping of self confidence and motivation.

We are looking for a capable individual with a strong Sales background, preferable in the B2B business, who is proactive rather than reactive, seeking to challenge themselves and progress upwards with a view to becoming a central part of the company in the future. You will be at the forefront of our business, building and servicing existing and new customers be they large or small, specifier, distributor or end user, with the aim of significantly increasing our current UK sales turnover within 12 months of joining the company. A clear desire to succeed and to achieve agreed sales targets is therefore vital.

The ideal locations for this role are London / Herts / Bucks / Oxon though candidates from other locations will be considered.

If you consider yourself well suited to this challenge then just send us email with reasons why plus your CV to mike@95percentdanish.co.uk and we will be in touch.

No Agencies or Other Third Parties Please.

www.95Danish.com - the home to Danish style

Sales, Admin, Distribution & Warehouse

Unit 2b Carterton South Industrial Estate, Carterton, Oxfordshire, OX18 3EU T / +44 (0)1993 867078 F / +44 (0)1993 843591

www.95percentdanish.co.uk/trade

Key Customer Account Manager

At 95% Danish we offer some of the best Home product available from Denmark and other Scandinavian countries, check out our website to see exactly what we mean.

Our customers understand the true value of design, quality and style. Price, important as it is, is almost, but not quite, a secondary issue. The Retailers, Interior Designers and Specifiers we look to supply are those who know and appreciate their market, thus they do not need to be hard sold to, but they do need to be informed, looked after and managed.

We are seeking an individual who understands this ethos and, most importantly, *the Danish way of life!*

You will need to be well presented, articulate, self confident, self motivated, enthusiastic and comfortable communicating with people at all levels.

An appreciation of design is essential, a knowledge of the specific products and how Retail works would be helpful but certainly not required as all that can be learnt.

If you feel you have these attributes and this challenge appeals to you then contact Mike by email with some details of yourself and, if possible, a CV.

We offer a competitive basic with good commission plus a great working environment. (UK Driving Licence a must)

No Agencies or Other Third Parties Please.

mike@95percentdanish.co.uk

www.95Danish.com - the home to Danish style

Sales, Admin, Distribution & Warehouse

Unit 2b Carterton South Industrial Estate, Carterton, Oxfordshire, OX18 3EU T / +44 (0)1993 867078 F / +44 (0)1993 843591

www.95percentdanish.co.uk/trade