

We are recruiting for a European Key Account Manager to grow our B2B Sales within the European hotel industry.

Huddersfield

Full-Time

£24,000 - £26,000

Our hospitality sales team is currently working on delivering an ambitious growth plan which focuses particularly on growing sales with existing customers and acquiring new customers within the European hotel industry. We are looking for a competent, reliable and cooperative person to join us to strengthen our efforts in this sector.

This is a really great opportunity for someone who wishes to develop their career in business to business sales and account management as the role will be working within an established international sales team who sell products into hotels and distributors around the world.

This role will be responsible for supporting and developing relationships with some of our existing distributors, hotel chains and management companies within Europe. The right individual will also need to be comfortable making pro-active contact with potential customers, putting together commercial proposals and conducting face to face sales meetings. They will work closely with our Commercial Manager to create and execute a sales focused business plan. They will also be responsible for day to day sales administration, providing technical advice and information to customers and working with colleagues across different departments within the business.

To fill the role with the right person, we are looking for someone who thrives whilst working in a team environment, is quick to learn and adapt and honest, open and authentic when speaking to our customers. The ideal candidate needs to be customer focused and organised in their daily role and able to understand and manage complexity in terms of pricing, customs and shipping arrangements. In exchange we will provide any training, guidance, knowledge and support required.

This is an office based role but will require frequent travel within Europe. Speaking a foreign language of either German and/or Spanish to the level of a proficient user is essential.

Who We Are:

Fired Up Corporation Ltd is an international manufacturing company, producing lifestyle products for the home and hospitality industries. We manufacture under three brands; Adam, Aurora and Corby.

Our production sites are based in Huddersfield, UK and Guangdong Province, China and we distribute our products globally.

This role will be focused upon our Corby brand and will therefore contribute to the sales of Corby products, including the eponymous Trouser Press, into hotels across the world.