



## **New Business & Sales Executive**

Pip Organic, the healthy organic food & drink company, are on a mission to make family life that little bit tastier, healthier & more pip-top! We are on the lookout for a 'piptastic' candidate to join our sales team. The role is suited to a confident, motivated and enthusiastic self-starter who loves working as part of a team and but is equally happy to work independently. The role includes:

### **New Business Development:**

- In line with our sales strategy, proactively seek new areas of business & sectors to market into
- Undertake sales calls and marketing of Pip Organic to the above contacts
- Follow up leads and contacts passed to us from wholesalers
- Setting up meetings with potential customers
- Working with the management team, undertake all appropriate follow-ups to ensure that sales opportunities are fully optimised
- Undertake supporting administrative tasks as required

### **Targeted sales:**

- Working with our Sales team to identify areas of opportunity then meeting with potential customers
- Setting up trade accounts and support in the onboarding of new customers
- Track sales leads and portfolio performance with prospects

### **Account and Wholesale Management:**

- Based on experience, help maintain and grow relationships with existing customers
- Utilise sales reports from wholesalers to assess sales and grow sales volumes within client base
- Contacting stockists to communicate new products, new promotions and organising samples for dispatch

### **Customer Service and Database Management:**

- Help respond to product queries and feedback
- Helping to support new customers with account set up and the right information to start stocking Pip
- Maintain our CRM system, keeping all customer and prospect records up to date and use this as a working tool

## Sales and Marketing Support

- Support new and existing customers with POS merchandising and marketing activities
- Support trade and consumer shows
- Undertake samplings, as necessary

## Experience required:

- You will need to have all around sales skills with a minimum of 1-2 years sales/account management experience, ideally within Food & Drink although this is not essential
- You will enjoy both telephone and face to face sales approaches
- Proven ability to win new accounts
- Be results orientated, organised and able to work to set deadlines
- You will be enthusiastic, proactive, hardworking and confident to act as a 'Brand Ambassador' for Pip Organic in all areas of activity
- You will need to be a self-starter with training will be provided

## The Candidate:

- Great inter-personal skills and enjoy the challenge of sales
- Excellent attention to detail and organisational skills
- Enjoy being in a small team environment with lots of initiative and self-motivation
- Ability to multitask and prioritise tasks
- An outgoing and friendly personality
- Intermediate in Excel, Word and PowerPoint
- Have a clean driving licence and be eligible to work in the UK

The role is based on working full time based in Putney, South West London with the indicative hours being 8.30am to 5.30pm with a 60-minute lunch break.

£26,000 dependent on experience.

No agencies or recruiters please.