

BRAND MANAGER / SALES MANAGER

Annual Salary: £23,000-£32,000 (Depending on level of skills and experiences)

Employer: Elite Accountancy (UK) Ltd

Job Description

Summary: We are actively looking for a Sales Manager for an accountancy practice who has competency in finance and/or accounting and specific industry related experience. We are looking for someone who has UK NVQ level 6 qualification (equivalent), experience in working closely with accounting practice environment and proficient knowledge in accounting software. Candidate with fluency in multi-language (preferably European languages) will be given preference but no advantages will be giving for this specific skill only. However, candidates will be selected depending on their accumulation of required skills and experiences stated below.

The Sales Manager activities for the company driving sales activities and the acquisition of new business.

- Liaises with other senior staff to determine the range services to be sold,
- Contributes to the development of sales strategies and setting of sales targets;
- Discusses clients' requirements, carries out surveys and analyses customers.
- Reactions to services, branding pricing, etc.
- Compiles and analyses sales figures, prepares proposals for marketing campaigns
- Promotional activities and undertakes market research;
- Handles clients' sales accounts and responsible to meet the sales targets.
- Produces reports and recommendations concerning marketing and sales strategies for senior management;
- Keeps up to date with services and competitors.
- Identify opportunities for campaigns, products and distribution channels that will lead to an increase in service sales.
- Present to and consult with mid and senior level accountants to get instant quotes on business trends with a view to developing new products, services and distribution channels
- Attend industry functions, such as book fairs and seminars, and provide feedback and information on market and creative trend.
- Work with accounting and tax expert team and other internal colleagues to meet customer needs.

Requirements of the role

- Proven record to work under time and target pressure
- Proven track record in sales, business development and winning new business
Proven track record of increasing revenue through generation of leads
Show an understanding of the challenges facing the industry at present and illustrate a knowledge of the operational attention to detail that will be required to succeed within any specific industry i.e. retail, food, restaurant etc.
- Masters Level or Equivalent UK qualification in addition to accounting and finance related qualifications.
- Proficient level of customer service experience. (Proven record for minimum 6 months)
- Proficient knowledge in Sage 50 and other relevant accounting and/or CRM software software. (Preferable)

Soft Skills

- Build relationships with new clients and being able to meet set targets.
- Present new accounting and business advise services and enhance existing relationships with clients.
- Understand the company's image stock and secure the rights to new images, libraries and other media that will continually enhance the company's performance.
- Being able to go extra-mile to build rapport with different clients from different community background.
- Multi-lingual skills preferable but not mandatory.

Please apply by

Email: yousuf@eliteaccountancy.co.uk or

Post: Elite Accountancy, 102 Mile End Road, London E1 4UN

Application Closing Date: 15/02/2020