



Key Account Administrator £23k - £27k + Benefits

An ambitious customer focused Key Account Administrator is required to support the YES sales team in developing existing clients, and talk to potential customers/prescribers across a range of diverse sectors about the product range and its various benefits. This new role is designed to support all sales functions across new and existing business with a special focus on the medical sector, our fastest growing sector. The role will also include attending occasional exhibitions and conferences as well as offering preparatory and follow-up support for each one.

This is an exciting new opportunity to join our multi-award winning, ethically motivated SME sized business with a mission to create and promote a range of organic intimate products that are good rather than harmful for our bodies. You will be located in Greatham, near Liss directly off the A3 (2 minutes' drive) with free parking on-site.

Creating certified organic intimate products for a number of different sectors, we reach our market via a range of channels that include direct online sales and trade sales to distributors and resellers both online and bricks and mortar. We target industries spanning pleasure, health and wellbeing, organic and medical channels. Established in 2003, we currently supply over 90 countries and are working on a planned launch in the USA to take place early in 2018.

This new role is focussed on nurturing and supporting a list of established accounts to strengthen good relationships, optimise sales and help to promote new products as well as supporting the Sales and Marketing team in new business development activity. We have identified a challenging and ambitious 10 year plan and so this role would be instrumental in helping to achieve each stage of that strategy. Any knowledge and understanding of business development and account management in Health, Beauty, CPG / FMCG type sectors would be helpful.

Training is provided as needed and ongoing CPD is always encouraged. Above all you must be self-motivated and able to work on your own initiative while maintaining compliance with strategic goals and have the ability to communicate well with both customers (direct and trade) as well as internal stakeholders.

Key Responsibilities:

- Support the Sales and Marketing team efforts by working as part of the team to implement plans to achieve strategic goals.
- Develop strong working relationships with a list of existing customers with the aim of encouraging bigger purchases of a wider range of product where appropriate
- Become a source of information, collateral and support for customers (trade and direct)
- Represent YES at a range of medical events, conferences and expos.
- Offer support in researching and building knowledge to support the new business development plan.

This is an exciting opportunity for an ambitious sales and account manager to join our rapidly growing SME sized business offering long term career development opportunities. 28 days holiday including Bank Holidays. Competitive negotiable salary based on experience + pension + healthcare scheme (available soon). Possibility to work to a 9 day fortnight with every other Friday off if preferred. Share Option Scheme. Free parking.

To apply please send your CV and covering letter to hello@yesyesyes.org