

Sales & Brand Manager

ORGANIC STORIES by SIGHTMODE is the supplier for certified ethical and sustainable essential everyday products that are truly kind to our Planet, Animals and People.

We are looking for people who are brave, dedicated, honest and authentic with a sustainable mindset.

Would you like to work in a multicultural environment by making the world a better one?

The following tasks are waiting for you in this role:

- Hitting monthly brand sales and margin targets
- Pre-selling brands within specific time periods to hit order deadlines
- Driving dealer satisfaction by giving high levels of customer service
- Working with the internal design and technical team to maximize dealer support
- Organisation and attendance at Trade Shows in UK, Europe and abroad
- Report to the Managing Director on a weekly basis
- Manage dealer credit requirements
- Product training and brand messaging
- Aligned Brand Marketing strategy and execution
- Proactively research, develop & manage new business opportunities for our own new brand orders and OEM
- Working closely with the internal design and technical teams, to ensure product is delivered on time to order and meets all quality standards for maximized customer support
- Liaise between online/offline sales
- Ensure effective communication with the customer from concept stage to confirmation of order, approvals, payments and to delivery
- Budget planning and managing your own diary and making any necessary travel arrangements
- Preparation of various reports, analyses and comments on sales activity, market and competitor commentaries
- Propose, monitor and control of sales promotions, launch activities, shop-in-shop openings

Skills & Experience:

- Strong and hands-on personality who can work well in an entrepreneurial fast-moving company
- Strong, successful sales record in home textiles to major high street and independent retailers and an in-depth knowledge of the UK home textile and super market segment. Knowledge of the European market would be helpful.
- Strong presentation and sales skills
- Ability to build customer relationships
- Good verbal and written communication
- A team player
- A high attention to detail
- Self-motivated
- Present yourself in a professional manner
- Ability to work effectively in a positive, challenging and pressurized environment
- Competent computer skills specifically within the Microsoft office
- Ability to learn and understand technical products
- Passion for product and proactive with striving for sustainability, "green living".
- Hold a Full UK Driver's license

If you are open-minded and keen to learn new skills, ORGANIC STORIES by SIGHTMODE offers exciting opportunities in a growing market with an enjoyable working atmosphere. Please submit your application with CV, cover letter and salary expectations via email sales@organicstories.org.