



## **International Sales Account Manager**

### **Vacancy (Full Time)**

We have an exciting opportunity for a passionate and highly motivated International Sales Account Manager to join our business development team.

The ideal candidate will have extensive international sales experience, will be enthusiastic, an excellent communicator and well organised.

This is an office based role that requires some overseas travel.

A key objective of this role is to manage and develop relationships with our already established network of international distributors.

The role will also focus on generating and developing new international distributors in new countries and territories as well as recruiting additional distributors in underperforming overseas territories.

This role is crucial to our business' future growth, and the successful applicant will also be responsible for:

- Liaising with international distributors to ensure regular monthly sales targets are met.
- Preparing sales forecasts and input into budget preparation.
- Ensuring minimum monthly shipments are on target and being fulfilled.
- Liaising with international distributors on projects: providing design information; passing on research and advising on product choices.
- Ensuring all international distributors are kept up to date with new product development, product changes and price changes.
- Analysing monthly sales and comparing these to budget and also comparing to previous years' performance.
- Visiting international distributors to present new products and follow up new emerging market opportunities.
- Attending and hosting exhibition stands in relevant distributor countries.
- Exploring the viability of attending new shows and then evaluating performance for future attendance.

**It is important to us to make successful recruitment choices and we believe the ideal candidate should possess the following skills and attributes:**

- High level of sales experience with a proven track record in sales
- Excellent business and commercial sense
- Ability to build and maintain excellent working relationships with our international distributors
- A passion for our products and a commitment to making a difference in the lives of our customers
- Strong persistent and persuasive manner
- Articulate and confident to present at all levels
- Practical, assertive and professional attitude

Rompa is an innovative business consistently producing the very best in new, state of the art products and sensory solutions. Home of the Snoezelen®, Winslow and Older Adults brands, we operate throughout the UK and offer a full installation and mail order service to a varied customer base.

We also have over 50 international partners in our portfolio making us a truly global company.

Our multi-sensory rooms offer wonderful therapeutic care for children and adults with differing levels of abilities. Our rooms nurture the body and are designed to promote sensory modulation and facilitate the learning and practice of stress management. Our specialist rooms are being used in hospitals, health centres, developmental disability units and many other settings all over the country to help improve people's quality of life.

Should you be interested in the above role, please apply to Lisa Dunks ([lisad@rompa.com](mailto:lisad@rompa.com)) with a covering letter, CV and current salary and expectations.