



## International Accounts Handler Vacancy

**Would you like a job that can make a positive impact on people's lives?! Would you like a job where you get real job satisfaction?**

**If you answered yes, then we may have the job you are looking for!**

Rompa are the market leaders in sensory provision, and we are looking to hire a full time International Accounts Handler to join our busy international team.

The successful candidate would be responsible for maintaining and developing strong relationships with Rompa's overseas partners, and key clients. The role ensures exceptional service, growth in sales, and alignment with Rompa's brand values and strategic objectives across all international territories.

### **What will be required?**

- Managing day-to-day communication with international accounts and partners, ensuring timely responses and outstanding service.
- Developing account growth plans in collaboration with the International Sales Manager.
- Processing international sales orders from quotation to delivery, liaising with production, logistics, and finance teams.
- Supporting international partners with product information, marketing materials, and training on Snoezelen® concepts and new innovations.
- Monitoring sales performance by territory, identifying opportunities and potential risks and input into budget preparation.
- Coordinating with internal departments to ensure export documentation, compliance, and shipping arrangements meet international requirements.
- Assisting in organising and supporting international exhibitions, partner meetings, and training events (virtual and in-person).
- Maintaining accurate systems and sales records, producing regular reports and forecasts.
- Liaising with international freight forwarders.
- Acting as a brand ambassador for Rompa and Snoezelen®, ensuring a consistent and professional representation worldwide.

## **Do you have what it takes?**

- Proven experience in account management, international sales, or customer relations.
- Excellent communication and organisational skills.
- Attention to detail and accuracy when managing multiple orders and clients.
- Strong IT skills (systems, Microsoft Office, Teams, ERP/order processing software).
- Ability to build and maintain trusted, long-term relationships.
- Commercial awareness and understanding of export processes.

## **In addition, it would be desirable for candidates to have.....**

- Experience in sensory, healthcare, education, or related industries.
- Knowledge of international trade, shipping, or export compliance.
- Additional language skills (eg, French, Spanish, German, Arabic).

## **What do we offer?**

- Competitive salary and company pension scheme
- 25 days annual leave plus bank holidays
- Opportunities for travel and professional development
- Working within a supportive, passionate team improving lives through sensory innovation
- An extremely rewarding and fulfilling job with great variety!

*Should you be interested in the above role and would like to view a full job description, please apply to Lisa Dunks ([lisad@rompa.com](mailto:lisad@rompa.com)) with a covering letter and CV.*

*Rompa Ltd is a world-leading Snoezelen room and product designer, manufacturer, and supplier of Snoezelen® multi-sensory environments and sensory products. With almost 40 years of experience, we improve lives globally through innovative sensory solutions for education, healthcare, and specialist care settings.*

*We are part of a respected international group and work closely with partners, and clients worldwide.*

*Rompa is an equal opportunities employer and we are committed to equal employment opportunities regardless of age, disability, sexual orientation, sex, gender reassignment, pregnancy and maternity, religion or belief, race or marriage and civil partnership.*

*We base our employment decisions on merit, job requirements and business needs.*