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| Job Title | UK Sales Account Manager |
| Department | Sales |
| Location | Exeter |

Sales Account Manager

We are looking for a confident, commercially minded individual to join our growing, global company – could this be you?

Flashbay is the World's No.1 business-to-business (B2B) supplier of logo branded Promotional Technology products. Our products include Flash Drives, Power Banks, Speakers, Headphones and a host of related technology products and accessories. With our HQ in London and offices around the globe, we are on a mission to expand!

WHAT WILL YOU DO IN YOUR NEW ROLE?:

- Converting warm inbound leads into new customers
- Building and maintaining relationships with a portfolio of existing customers
- Acting as the single point of contact for customer queries via phone and email
- Pursue sales target objectives for assigned territory
- Maintaining the database with accurate and current customer and prospect information
- Accurately updating and developing your pipeline by using our CRM system

WHO ARE WE LOOKING FOR?:

- English speaker to native standard
- Degree educated and/or relevant work experience
- Customer service experience and/or sales experience
- Motivated and target driven
- Strong presentation and negotiation skills
- Excellent spoken and written communication skills
- Eager to learn and have a 'can do' attitude

WHAT TRAINING DO WE PROVIDE?:

- Our Sales Hero Academy will provide you with sales skills, product knowledge and the best understanding of our clients
- A buddy to ensure you are equipped with everything you need to be a great success
- Bespoke online training programme
- Our training programmes, along with coaching will get your career off to a flying start!



WHAT DO WE OFFER? :

- Basic salary from £21k (Depending on Experience)
- Uncapped commission
 - £10-15k typically, in addition to your basic salary in your first year!
 - £15k+ typically, in addition to your basic salary in your second year!
 - Higher commissions regularly attained thereafter
- Monthly competitions with cash prizes
- Perkbox
- Free lunch on the last day of every month
- Quarterly company social events
- Fancy coffee machines
- Cycle to work scheme
- Pension
- Great work life balance - you will rarely see anyone in the office after 6pm!

Department: Sales <http://www.flashbay.co.uk/careers/departments>

Location: Exeter City Centre