



<b>Job Title</b>	Italian Sales Account Manager
<b>Department</b>	Sales
<b>Location</b>	London

### **Italian Sales Account Manager**

We are looking for a confident, commercially minded, Italian speaking 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?:**

- Italian 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 £20k (Depending on Experience)
- Uncapped commission
- £10k 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
- Discounted gym membership
- Perkbox
- Free lunch on the last day of every month
- Monthly company social events
- Fresh fruit in the office every day
- Fancy coffee machines
- Cycle to work scheme
- Pension
- Great work life balance - you will rarely see anyone in the office after 5pm!

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

**Location:**Imperial Wharf, Fulham (SW6) <http://www.flashbay.com/careers/london>