

UK SALES MANAGER – WHOLESALE

TENZING has set out to change the way we energise ourselves. One that is good for mind, body and planet. Your role will be to build and shape our strategy across wholesale and cash and carry.

WHAT ARE WE LOOKING FOR IN YOU?

Two key things. Energy and adventure. We are looking for people that are energetic, adventurous, spontaneous and always have a smile on their face. And like the rest of us you should have a love for the outdoors and the environment.

YOUR ROLE:

We are a small team so, although your primary role will be in sales, you will be involved in everything. But if we dive into the details of day to day you'll be...

- Building a comprehensive and exciting strategy to achieve new distribution into existing accounts
- Developing a thorough understanding of our target channels and the multiple accounts within each
- Building a strong team around you by utilising the field sales staff and our growing intern programme
- Monitor and measure results against your plan and pro-actively address opportunities and issues
- Managing monthly, quarterly and annual forecasts as well as volume, distribution and profit targets
- Developing new business and existing client accounts
- Identifying significant scaling opportunities
- Attending key events / trade shows

WHAT'S IN IT FOR YOU?

You don't often get the opportunity to be part of one of the fastest growing start-ups. The team behind this brand are some of the best in the business, so you will learn a lot. But we will also want to learn from you... nothing at TENZING is set in it's ways, you have an opportunity to help define and create this brand.

THE IDEAL CANDIDATE:

You are a knowledgeable and experienced (3 - 5 years) salesperson with account management experience and an in-depth understanding of the supply chain.

You have an extensive network within the wholesale and cash & carry channel with a track record of delivering strong growth particularly with the largest players (inc Bestway, Booker, AF Blakemore, Nisa etc.).

You are driven and positive individual who thinks strategically both in a team setting and on solo tasks. You must be skilled at building business relationships and have a solution-focused mentality.

