

Skinade® Partnership Manager – Sales Representative

What we do:

Skinade®, the skincare drink innovation, was designed and launched in 2013 in the UK and we pioneered the inside out approach to skin care. Our products are professional grade, results driven, clinically proven, and protected by patents and patents pending. We launched Skinade® into the US market in 2017.

Our products are only available through aesthetic professionals. We are stocked and recommended by over 1100 skin experts in the UK plus a further circa 1000 in the USA. We want to expand our sales team to drive our coverage in key cities across the USA and are seeking a number of new Partnership Managers to facilitate this.

We are a privately owned, family run business dedicated to skincare innovation. Our success has taken us from start up to become the world's No 1 professional grade skin care drink in just a few years. In 2019 we added to our exciting growth with the launch of ground-breaking new products to target additional skin concerns. We have other exciting new products in our pipeline. Our innovations and expertise have been recognised with nearly 40 industry awards in the UK and the USA.

During 2020 and 2021 we invested in new offices, manufacturing and distribution sites in both the UK and USA. We now control the full vertical including all aspects of quality and production to supply our clients locally on two continents.

Summary of Role

The Partnership Manager role captures how we see the Sales Representative job. Our Partnership Managers work closely with their professional clients to increase the sales and profitability of the client's practice by providing education, training, point of sales display and sampling techniques.

When professional partners succeed, so do we! Mutuality is at the core of what we do!

The Role reports directly to the founder and CEO, who has a wealth of product knowledge and understanding of the way to market to our professional clients and sell to end consumers. The Partnership Manager's role is ideal for individuals that enjoy the freedom of being part of a close-knit team, whilst growing their individual business in an exciting, disruptive environment.

You will be directly responsible for opening and developing sales with aesthetic surgeons, dermatologists, skin clinics, medispas and nurse/master injectors as a key driver of our brands growth.

Key responsibilities

- Brand Representative and Business Development Partner to the Professional Channel
- Demonstrate high level of scientific credibility and knowledge of the channel
- Understand and explain the products, formulation and benefits for the consumer
- Explain the business benefits to the client – enhanced aesthetic results, creating a complementary sales and profit stream
- Overcoming objections
- Opening new accounts and providing the support and training for them to be successful
- Merchandising Point of Sale materials to achieve targeted display in Clinic

- Advise on sampling techniques to support sales
- Explain ordering, payment and logistics model
- Plan your own visit schedule to maximise effectiveness
- Communicate with existing clients (in person or virtually) to generate reorders and keep the outlets active and motivated.
- Organise training events as required to keep clinic staff knowledgeable and up to date
- Organise and attend in Clinic events to drive traffic to the outlet and consumer interest and trial of Skinade®
- Take part in the selection and execution of professional trade shows
- Maintain excellent relationships externally and internally with other team members
- Maintain a social media connection with the outlets to keep top of mind
- Contribute towards the development of ideas and schedule of the Marketing activities

Individual Skills

- At least 4 years experience as a professional aesthetics sales representative
- Energised self-starter who enjoys the freedom provided to build your business
- Good interpersonal and excellent presentation skills
- Budget control and results reporting
- Proficiency using Microsoft suite, social media and virtual meeting software
- Bachelor's Degree preferred
- Valid Driver's Licence and willingness to travel

Benefits

- Competitive Salary
- Attractive, uncapped sales commission
- Generous vacation, healthcare and 401K plans