

International Sales Manager

Job Description

Equine America (UK) Ltd has been the leading international supplier of equine supplements for over 20 years offering a complete range of natural quality feed supplements and applications including our premium joint supplement CORTAFLEX®

Due to continued success and development, a fantastic opportunity has arisen for an **International Sales Manager**. We are looking for a highly driven individual with a genuine interest and passion for supporting the growth and development of Equine America brand to the international market.

Reporting directly to the Managing Director, this role will involve:

- Managing International trade and distributor customer accounts with a genuine interest in developing and supporting their ongoing growth.
- Regular proactive communication and after sales service / follow ups.
- Rapport building with existing and potential customers.
- Identifying opportunities for promotion and growth.
- Liaison with customers on a day-to-day basis.
- Dealing with on-going enquiries from all customers, throughout the world by telephone and email
- Attend exhibition events in the UK and Europe.
- Visit stockists and distributors abroad.
- Manage International sales representatives.
- Provide support to UK Operations Manager and Managing Director.
- Identify opportunities for new sales representatives / distribution channels abroad.
- Travelling to

The successful candidate will:

- Have a passion for equine products and the equestrian industry.
- A proven ability to manage customers at all levels.
- Be capable of managing and supporting a small team of sales reps and flexible enough to assist with the day-to-day sales office administration where/and if necessary.
- Be numeracy and IT proficient as you will need to adapt to and utilise e-commerce, POS systems & Accounts systems (Sage200). You will be involved with client and sales agent reporting and development. Able to use Microsoft Office, particularly Word / Excel.

- Second Languages, of any proficiency, particularly Dutch and Spanish a considerable advantage.
- An understanding of the international equestrian market.
- Any international sales experience would be beneficial
- Face to face sales experience beneficial.
- Excellent communication skills at all levels.

To succeed in this exciting role, you will need to think ahead and out of the box, work well under pressure and to deadlines. You will have a real passion for sales, be highly driven and enthusiastic with an all-important sense of humour! You will be able to manage your time effectively and always be willing to go the extra mile.

This role will be based from our offices in Horsham, West Sussex and therefore local residency an advantage. Must be willing to travel, particularly to Belgium, Netherlands & Spain regularly.

The successful candidate will be offered an excellent salary commensurate with experience.