

microbz

Job Title: Sales and Partnerships Manager

Reporting To: Managing Director

Place of Work: Seend, Wiltshire, or London

Hours/Days: 21 hours a week split over Monday - Friday

Salary: £27,000 - £32,000 pro rata for full time, plus commission

Who are microbz?

We are a fast-growing purpose driven probiotic company which exists to reconnect people with nature and its microbial diversity to support health and general wellbeing.

Our core products are probiotics for gut health where we stand out from competitors with a highly regarded, liquid, multi strain supplement. We also produce microbial household cleaners, garden products, pet products and more recently agricultural products. We believe in a holistic approach and that as well as supporting human health, we need microbial supplements to support the environment we live in and the soils that we depend on.

Having seen the difference that making and using probiotics has made to our own lives, we're on a mission to encourage people to do the same by inspiring a probiotic life through our ranges of natural products.

We have recently upgraded our brewing facilities and rebranded the business. This means that we are in the perfect position to be more outward facing. Hence we are expanding our sales and marketing and are looking forward to welcoming a new team member.

Position Summary

You will be responsible for generating new sales leads for the business and developing brand partnerships. Most of your role will be spent approaching new customers, explaining about microbz' USPs and getting people excited about the products. You will be working on generating leads across different channels including wholesale, trade and white label. You will also be asked to look at lead generation across our ranges which include gut health, cleaning, gardening and pets, although gut health will be a priority. You will be responsible for creating and maintaining sales and lead generation content management systems.

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Specific Responsibilities

- Researching and approaching commercial leads across business channels including trade, wholesale and white label. Converting leads into sales.
- Researching and approaching commercial leads across our four main ranges; gut health, cleaning, gardening and pets. Converting leads into sales.
- Maintaining open, transparent and effective relationships with customers and partners
- Writing monthly reports on activities and results and iterating based on challenges and progress.
- Advising the team on communications materials needed to support sales.
- Keeping an eye out for events and opportunities that microbz should be involved in e.g. industry shows and events, awards, speaking opportunities. Arranging for the team to take part if appropriate.
- Contacting networks of alternative therapists to help sell the products through their networks and look at opportunities to recruit affiliates.
- Creating a sales content management system on Brewman and maintaining it to ensure it is up to date and fit for purpose for a small team to manage.
- Working closely with the team. We are a small team and therefore you may be asked to do some jobs that are beyond this remit to reach shared goals.

The ideal candidate would

- have previous experience working in the health and wellness sector
- already have contacts in the health and wellness sector
- have experience of growing a start-up sized organisation through sales
- be a self-starter
- be able to work remotely and still be a team player
- be interested in probiotics and natural health

Our brand

We are looking for people who are aligned with our brand values outlined below.

We exist to reconnect people with nature. By inspiring a probiotic life. With natural products that generate a healthier, happier life

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Brand Values

- **We are ambitious:** we are looking to inspire everyone to a better way of living with nature.
- **We are generous:** we want to share the benefits of what we know with as many people and partners as possible.
- **We are confident:** we are confident in the power of nature. We are simply tapping into the building blocks of life.

Our style as a business

- **Enlightening:** We encourage, educate, illuminate and collaborate to share our passion for a healthier, happier body and home.
- **Candid:** we are frank and communicative. Just like our ingredients there is nothing harmful about us.
- **Compassionate:** we care for the health and wellbeing of our customers and the sustainability of our environment.

What we can offer you

We operate a small but growing, friendly team where everybody has a vested interest in the company's success. As part of this, we offer:

- 28 days holiday (including bank holidays)
- 'On the job' training and opportunities for personal development
- The opportunity to grow with a fast-growing company with plenty of opportunity to influence how things are done
- Staff product allowance

Applications

Please send a CV and a cover letter to info@microbz.co.uk by the 29th of March 2024.

Interviews to be held the first two weeks of April.