



ACCOUNT MANAGER POSITION - BYBI BEAUTY

OVERVIEW

We're looking for a high performing and impeccably organised Account Manager to join our rapidly growing team and spearhead wholesale partnerships. If you're keen to further your career within one of the most innovative skincare start-ups in London, then this is the place for you!

At BYBI Beauty, we don't want to build out a clunky sales team like an old-school beauty brand; we're looking for an Account Manager with a difference. This position brings together parts of sales, marketing, events, content and PR within one role - we need a creative thinker who can take our key accounts to the next level.

If you're the type of person who can devise and implement innovative strategies to accelerate sales growth and drive awareness of the BYBI brand, then you could be a perfect fit.

ABOUT YOU

If you're the one for us, you'll thrive at:

- Strategically managing a dedicated book of business (alongside our Head of Sales), delivering on both revenue and growth targets
- Managing key accounts and developing a portfolio of new business
- Articulately and enthusiastically pitching the BYBI brand to potential prospects and existing partners; knowing our story and products inside out, and living and breathing our values
- Providing outstanding customer service to buyers and building strong relationships, to ensure BYBI is always front of mind. This will include regular interactions, face-to-face meeting, and a huge degree of proactivity
- Being the bridge between sales and marketing; providing our retail partners with outstanding support to ensure we are maximising visibility and sales at every point
- Leading on research and analytical work to help gather value-add data on existing partners - spotting opportunities to drive revenue, increase support, or scale back where necessary
- Meticulously managing the sales process from an administrative point of view, including revenue forecasting, mapping out all contacts across global and domestic accounts, and ensuring everything is documented internally
- Planning and executing creative campaigns, including: content partnerships, events, staff initiatives, influencer/press collaborations - we don't want to be another boring and mechanical beauty brand! What creative strategies can you come up with to roll out across our retail partners and really add value?
- Working alongside our PR agency to feed in new retailer launches and managing the level of coverage provided to existing retail accounts

- Working with our design agency to create first class, on-brand sales collateral to deliver to all accounts. This doesn't have to be your standard product brochure; what more can we provide our retailers with to help drive sales and get them bought into the brand?

PROFESSIONAL EXPERIENCE & QUALIFICATIONS:

- Beauty experience and a clear understanding of the retail space within the industry
- A true self-starter - motivated, driven and hungry to succeed within a dynamic target-based role
- Fantastic communication skills that facilitate strong relationship building
- Excellent organisational skills and the ability to juggle numerous tasks concurrently
- Experience of working autonomously within a fast-paced environment and adapting to quick changes/occasional ambiguity
- Comfortable with challenging existing processes and taking the lead on developing new ones - we need someone who can identify opportunities to improve and have the confidence to execute
- Highly collaborative and willing/flexible to jump in on other parts of the business. We're a start-up and so you'll rarely be restricted by your job title!

ABOUT US

[Clean Beauty Insiders](#) is a natural beauty community, brought to you by skincare experts Elsie & Dominika. We promote transparency in beauty and are on a mission to empower you to take control of what you put on your skin. We're your destination for all things green beauty - DIY recipes, advice, reviews and tips from the two of us as well as our CBCo readers. Founded in 2015 as a blog by Elsie Rutterford and Dominika Minarovic, our book *Clean Beauty* was published in Jan 2017 and we launched our skincare brand BYBI in August 2017.

[BYBI Beauty](#) are committed to bringing you really great beauty products that actually work. We create skincare using only ingredients that we know will directly benefit the skin; high quality ingredients that are 100% natural, vegan and cruelty free.

We believe in transparency, because everyone deserves to know what's in their beauty products, and innovation, because natural doesn't have to mean basic.

BYBI stands for By Beauty Insiders. Founded by Elsie & Dominika in 2017, we are beauty bloggers, formulators and consumers and create products based on what we want and what we know doesn't yet exist.

ARE YOU OUR PERFECT CANDIDATE?

Great news! Double check the role responsibilities, and if you think it's your thing, please apply by sending through a covering letter and of course, your CV! Address your application to Jonathan with the subject line, 'Application – Account Manager Role'.

