

REGIONAL SALES MANAGER

BECOME PART OF THE KUKRI SPORTS TEAM

Kukri Sports has evolved over the last 20 years from a bespoke sportswear manufacturer into a true sportswear partner. Kukri supplies both bespoke and personalised stock to customers via our website and area sales managers, as well as direct to consumers via personalised online ordering platforms. It is Kukri's goal to increase revenue through these channels and provide outstanding service to individuals who choose our products.

We encourage our staff to constantly explore their potential, push boundaries and become the best they can be. We believe that our culture offers talented individuals a nurturing environment that promotes personal and professional development. Each person within our team brings unique skills, knowledge and experience to a fast paced, ever changing environment and we are looking for passionate, creative individuals to help us grow.

JOB DESCRIPTION

ROLE · Regional Sales Manager

BASED · Ideally located in Yorkshire/North-East but open to anyone based in the North of the country – working remotely but able to commute to the Preston head office frequently.

PURPOSE OF THE ROLE · To drive sales through account management and new business development, throughout your territory.

CORE RESPONSIBILITIES

- To both work remotely in the field and at our head office based in Preston.
- To build and develop the sales across multiple territories, achieve KPI's and GB Sales Budget by year end.
- To work alongside the customer service team, to offer excellent service to all customers.
- To structure a sales plan and execute.
- To report into the Sales Director on business growth and short falls, in your remit.
- Contribute ideas and suggestions to the regional managers to help the regions grow.
- Communicate effectively across the company.
- To handle any complaints, in a timely constructive manner, to resolve the issue in the best way for the company and the customer.
- To manage diary effectively, to maximise use of the time in the field and head office.
- To work outside 'office hours' to service all customers.
- Prepare and present sales pitches.
- Work alongside all departments within Kukri to help the development of the company as a whole.

KEY ATTRIBUTES

- Excellent communicator.
- Confident and people focused personality.
- Strives to meet targets and deadlines.
- Enthusiastic and self-motivated – a 'can do' attitude.
- Self-Starter – uses initiative.
- Strong team player.
- Be passionate about the role, relish accountability, unswerving in your commitment to deliver high standards and a leader of the brand identity.
- Desire to work within the sportswear/sports industry.
- Excellent presentation skills.
- Able to use Office – Excel & Powerpoint.

PACKAGE

- Commission Structure
- Car Allowance
- Laptop & Phone
- 25 Days Holiday plus Bank Holidays
- Group Discounts

Please send CV's to nicola.riding@kukrisports.com