**International Accounts Manager, Supplements**

**Based in our Bristol Home, with an international remit, salary up to £25,000pa dependant on experience. This is a permanent contract, full time hours, and comes with a benefit package designed to nurture your wellbeing.**

**Pukka Herbs** - creators of delicious organic herbal teas and incredible health supplements that take people on a journey of discovery to a healthier, happier life – is looking for a talented International Accounts Manager to focus on supplements and superfoods sales.

Why, you might ask? Well, grab a delicious and colourful cuppa (Pukka, of course) and settle down to hear more about our exciting journey. In the 14 years since Tim and Sebastian established Pukka Herbs we’ve been growing at an incredible pace and that’s down to a combination of our amazing products being desirable across the globe and our whole team’s passion to succeed. The majority of our business is now done on the international stage. And recognising that balance means we’re now growing the International Sales team and in particular the International Supplements sales team.

**What can we tell you about the role?**

This role will work closely with the International Sales Manager (Supplements) and is responsible for developing the sales of our herbal supplements & superfoods in established international markets. Specifically:

* Managing a certain number of established accounts in the EMEA region, whilst assisting the International Sales Manager to grow business in new and developing markets;
* Manage rolling annual business plans for allocated markets – including forecasting (monthly), campaign & promotional planning, trading peaks and training plans;
* Liaise with internal colleagues (e.g. operations, marketing, customer services) to facilitate smooth day-to-day operations in each market;
* Work cross functionally to effectively plan and execute NPD launch campaigns, product registrations, international seminars, events and trade shows and PR campaigns;
* Manage fundamental administration tasks for each market and distributor, including supplying pricing information, product support, creation and distribution of relevant marketing and campaign materials;
* Report and review monthly (and as required) sales figures, category data, activities, forecasting and profitability.

If you’re right for Pukka you’ll have understood that we work collaboratively and getting a sale over the line isn’t just about the sales team effort – which leads us neatly on to who our successful candidate might be.

**What do we expect you to be like?**

There’s the usual stuff about your qualifications and experience – please apply if you have a degree (or equivalent) along with some office based sales experience, where you’ve demonstrated you can work with senior business customers to pro-actively increase sales and profitability.

You will also have a good track record of managing multiple projects simultaneously: collaborating effectively with all stakeholders, keeping everyone in the picture about progress, keeping timelines on track and doing it all with sensitivity to other cultures.

We’d love it if that experience was gained in an international setting and included managing exports but it’s by no means essential. Likewise, if you’ve gained your sales experience in FMCG, food, health or beauty sectors you’ll have a distinct advantage. And, to really tick our boxes ideally you’ll be able to work in French, and/or another European language.

What is really important to us is your:

* Versatility, mature approach and passion for business, sales, and innovative thinking;
* Thorough understanding of customer environments with ability to develop strong relationships with customers and executive decision makers and operate in the interest of the customer and company;
* Opportunities driven, progressive and pioneering approach;
* Highly motivated and hard-working nature – meaning your attention to detail is second to none and you adapt exceptionally well to changing priorities, fast pace and considerable workload;
* Proven and fabulous organisation and planning skills;
* Excellent negotiation capability with both customers and suppliers.

It goes without saying that you’ll be proficient in Microsoft Office packages, especially Excel. Of course, this is not an entirely office based role and there will be some international travel. Finally, it really helps if you’re passionate about Pukka and everything we stand for.

**What should I do next?**

If you think this is the opportunity for you, please follow this link to apply: <http://www.applythis.net/?a=5BDD7FE5.0>

Closing date: Sunday 24th April 2016