

**ACCOUNT MANAGER** | UK/ IRELAND market

Position:                           Full Time.   
Salary:                £60-£70K pa + bonus  
Location:            Main base, London Showroom.  
Reports to:        General Manager, MHome (Italy)

**Role:**

This is an exciting position for a self-driven individual who is passionate about our brands and products and can demonstrate they have substantial experience and understanding of the interior design and wholesale industries.

Confident, calm, and considered, the individual will be the ambassador for the Company in the UK and Ireland providing an exemplary level of customer service and generating sales through relationship building.

**The role involves:**

Implement global marketing and sales plans on the Local Markets.    
Full sales and territory management responsibility, including sales and cost budgets.  
Business development in line with global strategies.   
Manage the London showroom selecting new products/displays to keep it looking good and updated in line with the annual budgeted costs.   
Demonstrate good judgement and negotiation skills.  
Manage and develop existing clients and cultivate new business to promote the Company’s products through trade specification and wholesale channels.  
Visit wholesale clients to ensure the best presentation instore of the brands to maximise sales.  
Perform sales presentations and training.   
Promote the brands and cultivate new project sales with interior designers.  
Implement existing marketing strategies and develop new strategies through industry relationship building.  
Manage targets for Sales Agents.  
Liaise with the HQ Sales and Operations Teams to achieve the smooth and efficient running of the UK and Ireland markets.    
Participate in domestic and international exhibitions.

**To apply please send a CV and covering letter to Giulia Sala - G.Sala@missoni.it**