



JOB DESCRIPTION

Original Style is a leading manufacturer and distributor in the South West employing staff totalling over 240 with a proven continuing record of growth. Original Style distributes ceramic, porcelain, glass and stone tiles and is one of Britain's largest tile manufacturers. We operate extensively in retail and B2B markets. Our products are available in over 60 countries and over 2000 quality retail shops worldwide. Original Style tiles have been used in wide-ranging projects from English country pubs to international opera houses, and from the homes of Hollywood film stars to Arabian mosques.

JOB TITLE:	EXPORT SALES REPRESENTATIVE
TERRITORY:	MIDDLE EAST, AUSTRALASIA, INDIA AND EMERGING MARKETS
BASED:	WITHIN A COMMUTABLE DISTANCE OF EXETER, DEVON
DEPARTMENT:	EXPORT SALES
REPORTS TO:	ASSOCIATE U.K. AND EXPORT SALES DIRECTOR

PURPOSE OF THE ROLE

We are seeking an experienced international sales individual who can demonstrate a proven track record within multiple cultures and environments.

Working with established dealers / clients, whilst simultaneously developing a strong sales pipelines within the defined geographic territory. The level of travel expected will be in the region of 120 working days per annum, which will include periods of 2-3 three weeks travel away at a given time.

MAIN RESPONSIBILITIES:

- Maintain and develop relationships with existing distributors and retailers following strategy set out by the company to drive sales.
- Research, plan and execute a sales development strategy with the HOS for new business opportunities, within retail and B2B channels.
- Develop a network of prospects in line with channel strategy including designers, architects and contractors.
- Provide feedback to internal departments such as Customer Services, Marketing, Purchasing, Production and Warehouse to aid ongoing territory growth

PERSON SPECIFICATION:

To succeed in this role, you will need to:

- Be self-motivated and able to work on own initiative.
- Be able to persuade and influence, and be assertive.
- Be proactive with an awareness of business needs.
- Be able to adapt during sales presentations if the meeting changes from the agreed plan.
- Be able to produce timely reports, gather data and compile information.
- Possess a good understanding of Marketing and techniques to develop the brand.
- Demonstrate excellent communication skills to be able communicate from grass roots to board level. The successful incumbent will have outstanding interpersonal skills and be articulate in their delivery of their sales presentation to an individual, group, team or seminar.
- Be socially engaging, outgoing and comfortable with your own company.
- Be willing to travel abroad (circa 120 working days a year) with a full (ideally clean) driving licence.
- Be IT literate, with intermediate to advanced MS Office skills.
- Be highly organised with good route planning and time management skills.
- Have the ability to work to set standards and procedures.

A second language is not mandatory but would be a benefit.

REMUNERATION AND BENEFITS

We offer a competitive salary and benefits including a contributory pension scheme, staff discounts, childcare vouchers, accident insurance and death in service cover. In addition, there is structured training and the potential for career progression within our rapidly growing dynamic company.

BACKGROUND INFORMATION ON ORIGINAL STYLE LIMITED

Please refer to the following websites: <http://www.originalstyle.com>

OFFICES

Original Style Limited

Falcon Road, Sowton Industrial Estate, Exeter, Devon, EX2 7LF.

HOW TO APPLY

Applicants should send their CV and a covering letter (including salary expectations) to Diane Smith, Human Resources Manager preferably by email to dsmith@originalstyle.com or by post to Original Style Limited, Falcon Road, Sowton Industrial Estate, Exeter, EX2 7LF.