

Retail Sales Executive:

Michton. Ltd is one of the leading suppliers of gifting confectionery products to retailers in the UK.

We are looking for a dedicated sales executive to handle this growing part of the business.

The role: Based at our site in Swansea.

- To handle and grow an established customer base, made up of, small to medium size gift shops, garden centres, attractions, cathedral/church shops selling from an existing product range.
- To find new customers and develop strong viable business relationship. To identify trends in the market and update the directors of the business accordingly
- Monitor competitor activity and report back accordingly.
- To liaise internally with colleagues in IT, production, accounts.
- Report directly to the directors.

Above all, to deliver strong sales growth.

- The candidate:

You will possess the following key attributes:

- A keen sales person with a proven track record of success, preferably within the gift market but not necessarily confectionery.
- Be able to develop good solid business relationships.
- Be an excellent communicator.
- Have strong negotiating skills.
- Be tenacious.
- To be able to work in an organised and methodical manner.

The ideal candidate will need to be IT literate, have an excellent telephone manner and be smart in appearance. Although the role will be office based, you will be required from, time to time, to attend trade shows, which will entail staying away from home and working weekends.

Hours : Mon to Fri 9.00 am to 5.00pm

Salary: commensurate with experience

Please forward your CV and covering letter to :

Michton Ltd
Recruitment Dept
Kingsway
Swansea West Ind. Estate
Swansea SA5 4DL

And mark you envelope ' retail Exec'

Or, e-mail martin@michton.com

Closing date for applications, Friday 25th Sept 2009. If you have not heard from us by 1st Oct, your application has not been short listed.

N.B. NO AGENCIES UNDER ANY CIRCUMSTANCES