



Job Title: Retail Development Manager

Reporting to: Global Sales Manager

Location: London Bridge

Starting Salary: DOE

If you are a talented, innovative individual, who is always ready for new challenges and looking for a role in a rapidly expanding technology company, Smarter Applications can offer you the role you are looking for. The Retail Development Manager will support the Global Sales Manager in expanding sales globally and maintaining current accounts.

You will have an interest in the technology industry and be looking to make your mark. Proven sales experience is essential.

Background

Smarter is an award winning British connected home company with a product range that connects existing appliances to the internet, allowing you to control them from your phone. At Smarter we design, manufacture and distribute our products throughout Europe and the US, with customers such as Curry's, John Lewis and Best Buy. We are a passionate team of 25 people based in London, with plans to expand the business globally. Growing at a rate of 300% we are set to become one of the fastest growing UK technology companies.

Main tasks and responsibilities:

Your role will involve:

- Retail Account Management (both retail and online)
- Distributor Management
- The maintenance of existing distributor and retailer accounts, and the relationships held with these companies
- Training of staff in stores
- Merchandising Execution in partner stores
- Promotional activities planning
- Compiling sales reports and reviews
- Generating a sales forecast (retail/regionally/globally) , and monitoring its impact on productions
- Review of supply and demand
- Compiling Sales strategies

Smarter Applications Limited
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- Opening new accounts
- Assisting in ad hoc marketing campaigns and PR

Core Skills/Experience Required:

- Essential:
 - Excellent presentation skills
 - Excellent negotiation skills
 - Advanced user ability of Excel and associated applications
 - Ambitious, proactive individual
- Desirable:
 - Previous retail management experience
 - Excellent communication skills (verbal and written)
 - Ability to work independently, or as part of a team
 - Excellent time management skills, with ability to appropriately prioritise tasks
 - Experience working in a start-up
 - Experience of working with companies with a turnover greater than £5m
 - Ability to work in a fast-paced, challenging environment
 - An interest in consumer technology and the emerging media landscape

Job Type: Full time, Permanent

Please ensure all applications include a covering letter and CV, with a minimum of 2 referees from previous employments.