



Job Title: Online Sales/Merchandising Manager
Salary: Up to £40,000 OTE
Location: Redhill, Salfords, Horley, Reigate
Job Type: Permanent
Date Available: 1st December 2017

Job Description

Softline are gearing up for our next phase of growth and we are recruiting for an Online Sales/Merchandising Manager who will be responsible for managing the fastest growth area of the business. You will be responsible for managing and promoting the Softline portfolio of technology products over many different customers, such as Amazon, Argos, Very.co.uk, ASOS, eBay, Tesco and many more online businesses. You will be responsible for setting up new products with these customers and making sure the content and media is up to date. Maintaining and promoting products on social platforms will also be required. You will also be asked to open up new potential customers and develop the existing relationships to grow the business in 2018. The role is office based, but will require travel to see customers as required.

Softline UK

Established in 1989, Softline UK is a technology distributor that focuses on Apple Third Party Accessories. Softline was one of the first distributor's of Mac Software in the UK market, establishing retail relationships with many of the top technology retailers. Since 2010, Softline have emerged as one of the leading value add distributors of hardware technology, such as Apple accessories, Smart Connected devices and Sports Technology products. As the company continues to see good growth, we are looking to expand our sales team and this exciting role is a new position in the company.

Job Responsibilities

- Manage the online portfolio for Softline
- Create and promote new products on relevant platforms
- Achieve quarterly sales targets
- Achieve agreed P&L targets
- Work with Sales team to hit overall KPI's
- Report customer feedback to management
- Update customers on order status

- Keep regular contact with customers and build relationships
- Report sales and progress on a weekly basis.

Job role

- Manage and grow sales with existing customers
- Pro-actively introduce new products to existing customers
- Work with vendors on introducing new products to the market
- Manage turnover of stock within company guidelines
- Work with Operations on forecasting and stock requirements
- Pro-actively seek new opportunities/customers

Desirable requirements

Candidate should ideally have experience of the following:

- Good knowledge of consumer electronics and Apple accessories
- Creative nature, suggesting new ideas and practices
- Excellent Sales and Negotiation skills
- Excellent Interpersonal skills
- A working knowledge of the Amazon system and other e-commerce platforms
- Good knowledge of social media platforms and the ability to commercialise them
- Self-motivation, enthusiasm and the ability to work within a small team

Location

Softline is a small team of like-minded and enthusiastic individuals based in Salfords, Surrey (near Gatwick).

If you are interested in this role, please send your CV and a covering letter to opportunity@softlineuk.com.