

Account Manager – UK & US

Location: Battersea, London

£25-27K per annum dependent on experience plus performance-related bonus, healthcare insurance & wellbeing benefits.

Exciting opportunity for a self-motivated, confident and enthusiastic individual with strong communication skills to join our growing Sales team.

Liv-ex (The London International Vintners Exchange) operates the global marketplace for fine wine. We provide data, trading and settlement services to the majority of merchants in this field worldwide. Our goal is to make fine wine trading more transparent, efficient and safe for the benefit of our members and the market as a whole. As award winners in 2016, 2017 and 2018, our products are already achieving industry acclaim. The culture of the company is hard working, committed yet informal, energetic and action oriented.

Summary Purpose

We're looking for an enthusiastic and hardworking individual with a confident approach to selling and developing client relationships. Reporting to the Sales Director, you will be an integral member of the team looking after our clients in the UK and US. This role will involve some travel to the US, typically 2-3 times a year for one week at a time but the degree of travel can vary dependent on the needs of the client.

Role Responsibilities

- Key accountability of identifying new sales leads and prospective clients within your area
- Proactively develop our client portfolio, doubling our number of clients through effective relationship management
- Build and develop a detailed understanding of client needs and strategic drivers
- Drive sales performance by promoting Liv-ex services to both our existing and prospective clients
- Responsible for delivering a gross profit budget across all Liv-ex services (Exchange, Data and Settlement)
- Execute against the sales plan in order to achieve agreed targets

- Deliver and maintain exceptional customer experience with all clients, effectively responding to any queries in line with our Liv-ex values
- Engage customers with our trading platform to drive activity and ensure they have all the information relevant to their needs

Knowledge, Skills and Experience

Essential

- Fluent in English, both spoken and written language
- Educated to degree level or equivalent
- Strong selling skills and commercial acumen
- Results-driven with good numerical skills
- Confident, enthusiastic individual with excellent communication and presentation skills
- Flexible and adaptable team player with the ability to work well in a fast-paced environment
- Clean driving license and confident driving abroad
- Good IT skills and competent user of Microsoft Excel and Outlook

Desirable but not mandatory

- 1-2 years' experience as an Account Manager or equivalent
- A keen interest and understanding of the fine wine market

To apply, please send a copy of your CV with a cover letter to outline why you are interested in this opportunity to our HR team at clientresourcing@strattonhr.co.uk.