

Junior Account Manager – UK

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

Excellent opportunity for a graduate looking to build their career in Sales working with a progressive, market-leading company

About Company

Liv-ex is the global marketplace for the wine trade, with over 450 members worldwide. We offer business services that span trading, data, fulfilment and automation technology to a diverse group of wine businesses – from ambitious start-ups to established merchants.

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. We are hard-working, committed yet informal, energetic and action oriented.

Founded in 2000, Liv-ex has grown to serve a growing number of merchant members with a broadening range of services. We help clients and other stakeholders to better understand the fine wine market and identify opportunities to profit.

Summary Purpose

We're looking for an enthusiastic and hardworking Junior Account Manager 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.

We are open to applications from graduates looking to start their career in sales. We provide excellent sales training and on-the-job coaching to enable our team to reach their full potential.

Role Responsibilities

- Key accountability of identifying new sales leads and prospective clients within your area
- 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

- Excellent verbal and written communication skills
- 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