

Junior Account Manager with North America focus

Location: London with some flexible working

£25-27k per annum dependent on experience, plus company 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 the Company

Liv-ex is the global marketplace for the wine trade, with more than 520 members worldwide. We offer business services that span trading, data and insights, logistics and technology to a diverse group of wine businesses – from ambitious start-ups to established merchants.

Our goal is to make 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, emerging trends and identify opportunities to profit.

Summary Purpose

Liv-ex is looking for an enthusiastic and hardworking Junior Account Manager with a confident approach to selling and developing client relationships. You will be an integral member of the team looking after our clients in North America.

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

- Drive sales performance by promoting Liv-ex services to both our existing, and to prospective clients.
- Responsible for delivering a gross profit budget across all Liv-ex services (Broking, Data and Settlement).
- 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 broking activity and ensure they have all the information relevant to their needs.
- Regular travel to visit, and build relationships with clients and prospects in North America.

Knowledge, Skills & Experience

- 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
- Highly organised, confident, and proactive, with excellent attention to detail
- 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
- Previous experience working in or dealing with the North American wine market

Applicants to contact Lana Jeffers at lane@middletonjeffers.com