

## JOB OPPORTUNITIES

### Account Manager

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**Job type:** Permanent

**Salary:** £30,000 per annum OTE

**Start date:** Immediate

Active Consultancy are a market leading promotions and incentives agency who arrange and deliver promotions for many leading FMCG brands. We currently require an Account Manager to prospect for new business and contacts within sales promotion, PR and marketing agencies.

The role will involve consultation and presentations of proposed solutions from concept to delivery, including liaison with operational staff and suppliers. You will be working on and delivering solutions such as consumer offers, events, individual and group travel, activity, leisure and lifestyle prizes and web based incentive schemes.

#### ESSENTIAL SKILLS AND EXPERIENCE REQUIRED:

- ▶ Proven over target sales record
- ▶ Self sufficiency
- ▶ Confident and outgoing telephone manner
- ▶ Extremely thorough attention to detail
- ▶ Excellent literacy and numeracy skills
- ▶ Excellent computer skills (Word, Excel & Access)

#### DESIRABLE SKILLS AND EXPERIENCE:

- ▶ Proven track record of working within the incentive industry

#### KEY RESPONSIBILITIES:

- ▶ Achieving company target of £14k gross profit per month
- ▶ Opening new business accounts
- ▶ Development of new market opportunities

#### PERSONAL QUALITIES:

- ▶ Methodical
- ▶ Well organised
- ▶ Team player
- ▶ Flexible attitude
- ▶ Initiative
- ▶ Hard working
- ▶ Good communication skills
- ▶ Tenacious
- ▶ Creative

Based in Esher, Surrey, the normal working hours are Monday to Friday, 9am to 5:30pm. Required for immediate start.

Please apply in writing to David Bray, [daveb@activeconsultancy.com](mailto:daveb@activeconsultancy.com)