



Field Sales Exec (Image Led Accounts)

The role of this person will be to ensure PROPERCORN is not only stocked in the UK's most premium and standout outlets, but to also build a really strong presence in those stores and build relationships with the right people. Alongside this, the candidate will be required to get our product placed in 'All The Right Places'. This may be the office place of key influencers, Google HQ, WeWork, The Green Room at C4 or ITV. We want people to leave these stores or places with a lasting memory of PROPERCORN.

The person:

We need someone who first and foremost, will be able to understand the brand and drive sales in image led accounts. They have to be good with people and also comfortable presenting to them. They will be acting as a connector between marketing and sales to understand the needs to brand led accounts . Ultimately, they will be representing the brand to many people and so we want someone who is a self-starter and will leave their mark after meeting people. Excellent organisation and proactivity will be key to success.

The role:

They will need to build relationships with the managers of image led outlets to be able to get away best in class point of sale. A creative approach is also needed so that we aren't just doing the standard things well but are bringing some excitement to our customers. We expect this person to also challenge the businessmen ss to deliver assets that help lead the market for what can be done at point of sale.

Your responsibilities:

- Gain PROPERCORN distribution in the countries top image led accounts with a focus on London
- Work with the Trade Manager to develop exciting forms of POS that get PROPERCORN talked about along with driving sales
- Answer into Marketing and Sales to help develop ongoing strategies for image led accounts

Requirements:

- 0-6 months experience
- Be able to sell from Day 1
- Great organisation skills with attention to detail

- Excellent relationship manager
- A self-starter with a positive 'can do' attitude who wants to get involved
- Ability to think creatively about problems and ways to solve them

About PROPERCORN:

Cassandra and Ryan launched PROPERCORN seven years ago, cold-calling and packing boxes of popcorn from their living room. Since then, we've grown into one of the fastest growing independent businesses in Europe and the number one premium popcorn brand in the UK. Our passionate team continue to have even bigger and better global ambitions, so there couldn't be a better time to join this incredibly dynamic and creative company.

This year, we were awarded the "Best Brand to Work For" by Creative Pool. Our canal-side office is home to our team of 35 and several other ambitious start-ups. A 10-minute walk from Angel and Old Street, we have an in-house chef who makes us breakfast and lunch and you'll get unlimited holiday after 2 years at the company. Goes without saying you'll have an unlimited supply of popcorn as well!

If this sounds like the role and team for you, please send a short covering letter and your CV to nick@propercorn.com.