

Our company origins from Røros, a beautiful and enchanting mountain town in Norway. A 3rd generation family business, started in 1946 that is in a strong financial position, without any debts. Our products are the well-known RørosHetta custom-made kitchen hoods, made to inspire and create the atmosphere of both the contemporary and traditional urban and rural lifestyles. Excellence in supply chain and logistics management ensure customers across country borders receive top quality service throughout the chain. Today, we consist of 46 employees, and create a turnover of NOK 215 million. Our market has primarily been in the Nordics, but as we currently are experiencing significant growth in the UK sales, we are now looking to expand our team.

ACCOUNT MANAGER

The role as Account Manager overall mission is to further position Røroshetta as a premium brand in the kitchen appliances sector. We are a fast-paced, growing company with unique innovative technology, and we are increasing our focus on the UK market. The Account Manager will be support the Country Manager in identifying, coordinating and structuring the strategic sales channels throughout the country. The role will be working hands-on with both developing new business and market opportunities, and conducting product training to our customers.

The location is home based, with travel to showrooms typically 3 days a week.

KEY RESPONSIBILITIES

- Help to identify and administer sales channels
- Actively monitor market trends
- Maintain strong relationships with our customers
- Contact and visit kitchen stores to ensure close-knit relationships
- Create a positive atmosphere and enthusiasm in the stores by product education

We strongly believe in the correlation between quality products, top customer service and satisfied customers. Subsequently, we believe that an attentive and customer-oriented Account Manager will be able to assist in the building and maintenance of strong relationships with our current and potential customers to enable our ambitious market expansion plans.

The right candidate for the AM position has sales and product training experience, preferably within the kitchen or appliances industry.

Equally, we believe that your great communication skills combined with business smartness and being able to “read the room” have always been one of your factors of success. Your clients know they can trust you, and you have mutual respect. The ability to demonstrate that you are trustworthy and reliable is essential.

SKILLS AND QUALIFICATIONS

- 1 to 5 years of experience within sales/B2B
- Knowledge of MS Office
- A strong interest or previous experience working in the kitchen or appliances industry
- Basic knowledge of cooker hood ventilation, and/or the ability to research
- Great communication and presentation skills
- Ability to work as part of a team and to build strong business relationships
- Full/clean driving license
- Have a sense of fun, with strong professional ethic and the ability to get things done

WHAT WE OFFER

- Supportive, energetic and creative environment
- Flexible approach to hybrid working
- Contributory pension scheme
- Development within a growing organisation
- Build a long-term career

RECRUITMENT TIMELINE

Application deadline: 10th Feb 2023

First stage interviews: week commencing 13th Feb 2023

Commencement date: March/April 2023

CONTACT INFORMATION

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