

## Regional Sales & Education Manager - South UK

Salary up to £55,000 per annum OTE. Subject to experiential knowledge.

Permanent – Full time

**About JANOME:** With over a century of sewing machine mastery, Janome aims to promote people's creativity and contribute to prosperity all over the world. Established manufacturing expertise with factories in Tokyo, Taiwan, and Thailand as the global supply chain. An extensive range of sewing machines, overlockers and cover stitch models which are designed for ease-of-use in the domestic market, to encourage and inspire all levels, from beginner to professional.

**Role:** A rare opportunity, this is a mobile role for which a fully funded ( excluding private mileage ) motor car, a mobile phone and a laptop will be provided. It requires energy, enthusiasm, flexibility and a hands-on approach to retailer support. Responsibility is directly to the Managing Director. The territory to be covered extends south from Birmingham to Kent and Cornwall and west from East Anglia to Dyfed.

### Key Responsibilities:

- Visiting independent sewing machine retailers and department stores on a journey cycle of around 6 weeks. This may involve staying away overnight on occasions.
- Visiting Janome UK Head Office periodically.
- Communicating new product / special offer information to retailers both personally and by email/telephone.
- Soliciting orders from retailers and communicating those orders promptly to Janome Head Office.
- Develop turnover in your area to achieve any sales targets set for the retailers within the territory.
- Being the link between the retailer and Janome Head Office to help resolve any problems.
- Providing product knowledge and training to retailer sales staff.
- Motivating and encouraging retailer staff to sell Janome products in preference to other brands.
- Plan and organise visits to support retailer promotional days by actively demonstrating and selling Janome products to consumers in the retailers' shop.
- Liaising with and attending TV Shopping Channel to promote our sister brand Elna, this may occasionally involve live demonstrations.
- Attending & selling at exhibitions, which is likely to involve staying away from home for 4 consecutive nights, including Friday & Saturday. This would also involve participation in set up and breakdown of the stand.
- Being part of the samples team established to create inspiring samples for exhibitions and marketing.
- Possible overseas travel to attend conventions and educator meetings.
- Sending a weekly activity report to Janome Head Office.

**Why Join?** If you are looking for a new challenge and enjoy building long-lasting relationships with business owners and their staff, this job is for you! Our products will help you develop your own sewing talents to enhance your experience to convey enthusiasm for the brand.

**Application Process:**

- **Email CV** to [jobs@janome.co.uk](mailto:jobs@janome.co.uk)
- **Closing Date:** Monday, November 18<sup>th</sup>, 2024.
- **Shortlisting:** We will personally call each shortlisted candidate to answer any questions.
- **Interviews:** 2 x Stage including face-to-face interview.

**Requirements:**

- Must live within the UK, ideally south of Birmingham
- Sewing machine competence. Hands-on and eager to learn our product range.
- Friendly manner, customer-driven with a taste for sewing products.
- Autonomous and ambitious to manage your area.
- External sales experience.
- Full UK Driving Licence.

**Benefits:**

- Join a well-established brand leader.
- Competitive basic salary, plus annual sales bonus.
- Company car, mobile phone and laptop computer.
- Health & Pension benefits subject to qualifying period.
- Up to 30 days annual holiday.

