



YOKO is a place of design led culture that blends intellectual attainment with creative sensitivity and individuality. We care about the individuals that work with us, those who bring knowledge, critique and also care about timeless detail. Our mission is to revolutionise the dog market, blending nutrition with design. We are all inclusive and celebrate our individuality along with those things that bring us together.

Accounts Manager

Working hours

Part time - 3 months with the potential of extending the contact

Purpose of the Role

The YOKO Sales Manager will work in our London team, leading in the brand appropriate growth of YOKO within private trade accounts. Working with the Directors you will be required to build strong and meaningful business relationships across the country, eventually into Europe and beyond. You will manage and lead the strategy for growth aligned with YOKO's brand positioning and philosophy.

This role requires you to take lead the growth of a design led business.

You may also be required to work across other areas of the business including but not limited to:

- PR and marketing
- general enquiries
- team meetings and contribute to strategy/ overall vision
- website SEO/ social media

Responsibilities

- To work directly with the business Directors to create an appropriate short to medium term sales strategy
- Lead and implement the growth strategy for sales aligned with brand positioning and philosophy
- Email and call new leads to promote the brand
- Arrange and attend face to face meetings and be able to articulately negotiate wholesale deals
- Accurately document progress in a systematic way
- Increase the revenue of the business
- Understand how the products are made and the ethos behind the brand

Requirements

- Previous luxury/ design-led sales experience is required. However, we are much more interested in you as a person and are committed to building our business on this principle, so if you feel that your experience isn't up to scratch but are still interested, please let us know.
- Honesty, warmth and sincerity
- Be proactive at all times
- Account management skills and an ability to demonstrate success in driving growth through building business relationships
- Strong analytical skills and the ability to implement growth strategy
- Ability to communicate ideas but also problems
- Long term vision and know how to implement this in the short – medium term
- Confident, friendly and engaging manner in person and on the phone
- Strong negotiation skills with the ability to make decisions and be responsible for those decisions
- Legally allowed to work in the UK
- Report to the Directors

Notes

All positions will undergo necessary training in order to do the tasks related to the job description

Interested?

Please send you CV with a description of why you would like to work with us to: info@myyoko.co.uk

Deadline: Noon, 29th February 2020

w. www.myyoko.co.uk
e. info@myyoko.co.uk
i. [@yoko_healthydoglifestyle](https://www.instagram.com/yoko_healthydoglifestyle)

