



## Job Vacancy

# Sales and Marketing Manager

Entre-Prises UK Ltd is the country's leading artificial climbing wall manufacturer. We are based in Kelbrook, Lancashire on the edge of the Yorkshire Dales. You would be working with a young dynamic team, dedicated to supplying the best climbing walls in the world.

### Role

- Reporting to the Managing Director the successful applicant will manage the Sales and Marketing department of the company
- Heading a team that includes: Designer and Senior Designer, Southern Area Sales Manager and a Sales Administrator
- Responsible for ensuring that all sales and marketing operations are efficient and effective with the purpose of producing value for the company

### Main Responsibilities

- **Sales**
  - Implement and develop the sales strategy in conjunction with the Sales Team and Managing Director
  - Take overall responsibility for the implementation and running of the sales strategy
  - Work in conjunction with the Sales Team to ensure that all sales leads are covered
  - Perform as the company's lead representative at sales meetings as required
  - Determine all sales prices for standardised products and projects
  - Drive the design department to ensure that all designs are to the very highest standards and comply or exceed customers expectations
  - Oversee and direct sales of services
- **Marketing**
  - Implement and develop the marketing strategy in conjunction with the Managing Director
  - In conjunction with outside agencies maintain and upgrade the company's website
  - Conduct targeted marketing campaigns
  - Produce press releases and Newsletters
  - Establish and oversee Entre-Prises social networking sites
  - Manage all levels of sponsorship for climbers and events
  - Develop new routes of communication to identified new or developing market sectors

### The ideal candidate will have some, or all, of the following attributes:

- Strong knowledge of and involvement within the climbing world
- Proven positive experience in the management of staff
- Sales and marketing expertise
- Account management skills
- Energy and enthusiasm to work hard and drive the company forward

**Salary:** £26k- £28k depending on skills and experience

**Leave:** Five weeks per year plus bank holidays

**Pension:** 5% employer's contribution into company pension scheme upon successful completion of probationary period

**Bonus:** Profit related

**Benefits:** Company car, lap top, mobile phone

To apply please forward a covering letter and full CV by post or e-mail listed below.

For further information please contact Diane Foxcroft – HR Manager.

Closing date for applications 31<sup>st</sup> July 2010

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