



www.organictreatmentcompany.co.uk

Sales Area Manager

Excited by shaping a newly created role & team? Now in our 3rd year, We are looking for an enthusiastic sales person to enhance the OTC brand and create new business revenue. This will include enhancing our presence in hotels and corporate companies.

This is an exciting and newly created role that will have a huge opportunity to become a team leader.

So what will this role involve? Working closely with your Marketing Director, you'll be responsible for creating a strategy and executing it to drive sales through corporate avenues and bring our OTC brand of products into the beauty market.

Day to day you'll be involved in:

- Strategy; examine competitors and the wider market to build an effective plan to drive sales
- Visit existing clients and build relationships within the hotels and corporate companies we currently manage
- Using an in-house database you will be creating new contacts and client proposals for corporate companies to enhance onsite massage and wellbeing day sales.
- You will be responsible for driving sales into existing salons and hotels for the OTC Brand of products that will be launching soon.

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- You will be responsible for booking day to day appointments as and when needed using the companies secondary phone line.

What must you bring? You'll be a strong sales and marketing professional able to own and drive campaigns through to corporate companies.

You'll be able to demonstrate:

- Excellent project management skills
- Ability to present to senior stakeholders
- Ability to drive sales and create new leads
- Strong communication skills
- Ability to work as an individual and as a team
- Excellent customer care skills

Why should you apply? We are a fairly new company that has high expectations of being a house hold brand within the next 5 years. We need somebody that wants to be part of something small with the courage to create something big. So if you are up for a challenge and have all the skills we need you should apply.

Salary: Commission only for 3 month probation with a temp to perm position after probation.

Commission is based on each sale as below

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For every new hotel taken on £60 (when they book their first treatment)

For every new corporate company taken on you will receive 20% commission on sales.

After probation period the opportunity to go onto a paid salary position will be available.

Benefits: Mobile phone with unlimited use of calls and texts. Laptop, Street car account to travel to clients or a monthly travel pass for zone 1/2. Monthly massage for 1 hour.

If this vacancy interests you we'd be delighted to hear from you.

Regretfully due to the high volume of CV's we receive, we're only able to contact successful candidates.

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