

Ripple Group Ltd

Opportunity for a New Business and Account Manager Retail Display Equipment and Shopfitting

The Company:

Trading under the brands of Ripple and Pebble, Ripple Developments is a long established successful and highly respected retail display and interiors specialist. With a portfolio of leading brands and retailers, the organisation is driven by a dynamic team of talented individuals who constantly achieve winning display and shopfitting solutions. Ripple's USP includes industry leading creative and technical design capability, project management and extensive in house manufacturing and logistics facilities.

The Role:

Responsible for the creation, development and maintenance of key accounts with an overall sales target of £1 million in the first year and dynamic growth in subsequent years. Accountable for turnover and profit contribution within agreed targets.

The Person, skills and background:

The candidate we are looking for will have extensive experience in the Retail display equipment/shopfitting industry, possessing primarily account manager traits but with proven business development skills

A successful track record of account managing multiple retailers and/or brands with established contacts with scope to develop/convert and a high level of competency in obtaining new business opportunities whilst developing established customers

A creative and lateral thinker with the capability to contribute to developing customer briefs and the design process.

High energy, passionate, focussed, honest and can demonstrate commercial acumen and excellent communication and interpersonal skills

Submit up to date CV, references (or referees) and current remuneration/benefits to:

Nicola Cohoon (Company Secretary)
Ripple Developments Ltd,
Greenacres Road,
Oldham OL4 2AB