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Position Description: UK Account Manager

The intent of this job description is to provide a representative and level of the types of duties and responsibilities that will be required of positions given this title and shall not be construed as a declaration of the total of the specific duties and responsibilities of any particular position. Employees may be directed to perform tasks other than those specifically presented in this description.

Position Summary

You are primarily responsible for driving sales growth for the phil&teds and Mountain Buggy brands in the UK/IRE Market. You'll have full responsibility for the sales and account management activity for a portion of our UK/IRE territory. You'll manage the relationships with national and independent juvenile stores; present product, deliver in-store staff training, account planning and order generation.

The position reports to sales manager – UK & Ireland, who carries ultimate responsibility for key account relationships.

Sales Planning	<ul style="list-style-type: none"> Formulate sales strategies for your territory - completing sales plans & budgets with UK/IRE national sales manager Interpreting sales data (excel) and current market trends Identify key SKUs and products that fit with the market Feed stock information to the inventory manager 	15%
Territory and Account Management	<ul style="list-style-type: none"> Delivering on territory sales budgets and marketing goals Servicing existing accounts Actively seek new accounts and open accounts Increase the awareness of phil&teds and Mountain Buggy, products and brands, in market with retailers and driving new ranging opportunities within store Relationship management with national account buyers, store owners, floor staff and key accounts Product merchandising and in-store retail staff training Working with the Marketing Leader to produce promotional sales communication materials where required, closely with the UK/IRE marketing champion on PR opportunities 	70%
Product Launches	<ul style="list-style-type: none"> Present phil&teds and Mountain Buggy's new products in-store, coordinate launch events within your given territory Work with the UK/IRE marketing champ on PR and Social Media opportunities Create new product launch plans – working closely with the UK/IRE sales manager Coordinate sales activities with Marketing, the UK/IRE sales support team (based in Malaga, Spain) and the UK/IRE sales manager Produce on brand product merchandising support and in-store retail staff training Attend UK trade & consumer shows, as well as other marketing events 	10%
Sales Reporting	<ul style="list-style-type: none"> Collate a monthly report with desired solutions to improve sales within your territory 	5%



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Success in this role will be a feature of:

- Persistent effort into building relationships within store.
- Constant attention to your sales figures and formulating plans to hit target on a monthly and annual basis.
- Strong organisational skills, plan well then execute even better!

Objectives

1. Achieve results:

- a. Meet or exceed quarterly sales targets for each assigned product in each market.
- b. Identify marketing issues and opportunities by brand by market
- c. Ensure market signals are responded to swiftly and the resulting actions executed on time and on budget.

2. Communicate well internally and externally:

- a. Ensure that specific market needs are well understood and met via the sales teams.
- b. Through internal liaison and continuous review, ensure marketing and selling initiatives are aligned in each market.

Key Relationships RASCIO. The position is located within the UK/IRE sales team. The position is: UK/IRE Account Manager

- RESPONSIBLE for UK/IRE Sales in defined territory
- ACCOUNTABLE to the UK/IRE sales manager.
- SUPPORTS UK/IRE sales manager and broader sales and support teams
- CONSULTS as required
- INFORMS as required
- OMITTS as required

Skills & experience

- flair, élan, spirit! (You notice we put that first!)
- represent the company & its values with the utmost integrity
- excellent relationship building skills
- be an advocate of phil&teds' philosophy, values & branding policies
- the ideal candidate will have a 4-year college degree or equivalent experience in a related field
- valid & clean driver's license and no fears of; the breakfast bar at the Travelodge or wide open spaces – a genuine 'road warrior'
- appropriate selling & account management work experience covering large territories in the field of consumer goods – preferably in the nursery industry
- tech savvy, computer literate and solid analytical abilities

Benefits of working at phil&teds!

- Annual salary review
- Bonus structure
- Laptop, mobile phone
- Access to an international organisation offering roles and opportunities in a number of countries around the world including: the UK, Spain, The USA and New Zealand.

Travel

Your role is expected to spend a significant portion of time in the office. The role will also require a reasonable level of national & international travel. You must have a passport (that allows you to work), & a clean driving licence and the ability to travel regularly.

Other entitlements: You are entitled to staff buying privileges



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Remuneration

This is a full time position. This is based on a 40 hour working week, Monday to Friday. As this is a salaried position, more or less hours may be required by you, in order for you to fulfill this role successfully. In addition, you may need to travel and work outside these hours. Travel on behalf of the company is a normal part of your role in our business. If working on behalf of the company outside your country of residence, there is a flexible arrangement regarding how we use time in lieu; however we do not expect to pay compensation for doing so.

I, _____, confirm that I have read and understood the position description and the terms and conditions set out in the Contractor Agreement attached, and that I fully understand and accept it.

Date / /



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Our Business - A summary

Phil and Teds Most Excellent Buggy Company Limited ("phil&teds"), is a private – family like - New Zealand support office for our global partners, that designs, manufactures and distributes juvenile products carrying its brand, **Mountain Buggy**, as well as **mokopuna 100% merino** clothing for 0 – 4 year olds & maternity. Our business purpose is to build a large sustainable business, primarily in the juvenile channel, by seeking an outstanding contribution from our 1st class people - we hire the best people we can and back them to succeed, rewarding them with new opportunities, and a unique culture and spirit - from the fusion of our '4 pillars':

1. **Product:** uniquely appealing product set that is differentiated and relevant, and solves problems
2. **Brand positioning:** known, compelling brand proposition(s) (authentic positioning, understood and coveted)
3. **Sales Distribution Channels:** committed, effective sales channels (accessible committed, passionate advocates)
4. **Quality Supply Chain:** efficient & quality assured supply chain (cost effective, reliable and scalable)

We work hard to create business methods to enable us to do this.

phil&teds phil-osophy, values and goals

Phil&teds New Zealand is the Support Office for our global partners. We create products for parents who want to escape nursery prison and live a life without limit. From small-town New Zealand we support over 50 countries and are lucky to have over 70 employees here, who we call phil&teds heads. Plus over 30 other employees around the world, as well as retail and sales partners. We're mad about our people and retaining our unique culture: phil&teds most excellent spirit!

We seek to be the brand of first choice, for parents... Through:

- a) products exhibiting design innovation;
- b) great brand experience, and;
- c) our 'most excellent' spirit.

Some of the ways we aim to achieve this are: to be clear in our values and principles; be passionate about what we do; have a partnership approach; be brand builders not traders; be as direct as possible; innovate rather than copy, and; operate with integrity and teamwork, & with quality relationships.

We're a builder of brands: phil&teds, Mountain Buggy and mokopuna 100% merino. We believe positioning & storytelling is key to building a sustainable long term business.

Our business objectives 2017 - to inspire families to escape nursery jail and live life without limit.

Your goals and activities will support phil&teds' Strategic Plan in 2017, which is:

- BUILD COMPETITIVE ADVANTAGE IN SALES
- MAKE AUTHENTIC CUSTOMER CONNEXIONS
- GROW SALES IN EVERY REGION
- IMPROVE BUSINESS EFFICIENCY
- STRENGTHEN ORGANISATIONAL CAPACITY & CULTURE
- EXECUTE WELL & SUSTAINABLY

OUR FOUNDATION: Have fun and make money!