

## **Junior Account Manager**

**Location: Battersea, London**

**£25-27K per annum** dependent on experience plus performance-related bonus, healthcare insurance & wellbeing benefits.

**Exciting opportunity for a self-motivated, confident and enthusiastic individual with strong communication skills to join our growing Sales team.**

**Excellent opportunity for a graduate looking to build their career in Sales working with a progressive, market-leading company.**

Liv-ex is the global marketplace for the wine trade, with over 500 members worldwide. We offer business services that span trading, data, fulfilment and automation technology to a diverse group of wine businesses – from ambitious start-ups to established merchants.

Our goal is to make fine wine trading more transparent, efficient and safe for the benefit of our members and the market as a whole. We are hard-working, committed yet informal, energetic and action oriented.

Founded in 2000, Liv-ex has grown to serve a growing number of merchant members with a broadening range of services. We help clients and other stakeholders to better understand the fine wine market and identify opportunities to profit.

### **Summary Purpose**

We're looking for an enthusiastic and hardworking Junior Account Manager with a confident approach to selling and developing client relationships. Reporting to a Senior Account Manager, you will be an integral member of the team looking after our clients, with a focus on Asia.

We are open to applications from graduates looking to start their career in sales. We provide excellent sales training and on-the-job coaching to enable our team to reach their full potential.

## Responsibilities

- Drive sales performance by promoting Liv-ex services to both our existing, and to prospective clients.
- Responsible for delivering a gross profit budget across all Liv-ex services (Broking, Data and Settlement).
- Deliver and maintain exceptional customer experience with all clients, effectively responding to any queries in line with our Liv-ex values.
- Engage customers with our trading platform to drive broking activity and ensure they have all the information relevant to their needs.

## Knowledge, Skills and Experience

### *Essential*

- Excellent verbal and written communication skills
- Educated to degree level or equivalent
- Strong selling skills and commercial acumen
- Results-driven with good numerical skills
- Confident, enthusiastic individual with excellent communication and presentation skills
- Highly organised, confident and proactive, with excellent attention to detail
- Flexible and adaptable team player with the ability to work well in a fast-paced environment
- Clean driving license and confident driving abroad
- Good IT skills and competent user of Microsoft Excel and Outlook

### *Desirable*

- 1-2 years' experience as an Account Manager or equivalent
- Mandarin
- A keen interest and understanding of the fine wine market.

To apply, please send a copy of your CV with a cover letter to outline why you are interested in this opportunity to our HR team at [clientresourcing@strattonhr.co.uk](mailto:clientresourcing@strattonhr.co.uk).