

Junior Retail Account Manager UK

Description

Not all heroes wear capes â but plenty of them use toilet paper Want to challenge yourself at a purpose-led scale-up AND make a difference in the world? Come join the revolutioon! Funny name, serious business We make eco-friendly products and donate 50% of our profits to provide clean water and help build toilets for the billions of people who lack proper access. So far, weâve contributed over \$11.22 million AUD (roughly \$7.5 million USD) to fund sanitation projects around the globe. Basically, weâre really good at doing good. With hubs in Australia, the Philippines, China, the US, UK and Europe, our amazing team of 200+ work to make the biggest possible impact for people and the planet. Over the next couple of years, weâre hoping to increase our annual donation tenfold to get us closer to our dream of everyone in the world having access to clean water and sanitation services. A bit about the role Who Gives A Crap launched into national retail last year, with our debut in the UK at Waitrose alongside many independent retailers too. Itâs a really exciting new channel for the business because it means we can grow our annual donations and build even more toilets than ever before! National retailers require careful set up and ongoing management to ensure our brand thrives on the shelves. This is very time consuming and requires care and accuracy. That is why we are looking for a diligent Junior Retail Account Manager who will ensure all our admin ducks are in a row so we can go big and hit our goals. This will be a full-time 12-month contract parental leave cover position with an anticipated start date of 17th of July 2024. Reporting to the Senior Commercial Manager, and working closely with our Supply Chain and Logistics teams, you will support the business by: Supporting the management of our key retail partners, including onboarding, building relationships with buyerâs assistants and analysing key sales performance Managing the accounts of our smaller beacon independent retailers and winning new business Assisting the sales team with order processing, forecast support and internal reporting Our hybrid hub model means this role will be remote-first, but we have an office in Holborn, London used for in-person time, too. As a global team, weâre always looking for ways to overcome different time zones when it comes to company-wide initiatives and there may be the occasional call outside of 9-5. If you worked here this past month here are some things you might have been involved in: Worked with different internal teams to gather very important (and slightly fiddly) information to complete a big new retailerâs application form in record time You got kudos for keeping our reporting documents up to date with the latest sales information accurately, on time, every time and reporting on key metrics You helped the commercial managers to create an amazing pitch for a luxury retailer and thinking of cool marketing opportunities for our brand in store Worked closely with our supply chain team to trouble-shoot a persistent delivery issue for a customer in Ireland Trained our support team in your new step-by-step process to submit orders Worked closely with a buying assistant at one of our big retail customers to solve a complaint about our funny* name (*weirdly, not everyone gets it) Played shuffle board and had tacos with the team after an action-packed team day visiting our UK factory Letâs talk about you You dot the iâs and cross the tâs As a detail-oriented person you produce high-quality work and can do so accurately. You get into the details of each account and ensure we have the most up-to-date reporting information to maximise our sales opportunities. You have a passion for things being done right but youâre also able to take a step back and think about how we can improve our processes. Youâre a team player You build and foster great working relationships both internally and externally through good communication, empathy and trust. You have a positive mindset and you're seen as a reliable team member. You are a valued contributor to new projects and always ready to deliver and delight. You have a

Hiring organization

Who Gives A Crap

Job Location

London, England, United Kingdom

Base Salary

\$ 50000 - \$ 105000

Date posted

June 5, 2024

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the sky's the limit mindset You have a strong desire to succeed and you're fully committed and dedicated to whatever task or goal you are working on. You're happy to troubleshoot problems and show initiative to work things out. Aptitude is more important than direct experience in this role so you need to be thorough, organised, quick to learn and motivated to do a lot of admin work in excel and setting up processes. But once you've mastered this and our retail customers are happy and your processes are humming along, there will be opportunity to grow with our busy team beyond the spreadsheets! You give a crap Do you want your work to make the world a better place? Do you want to work with other people who feel the same way? What a coincidence we do too! Why should you work with us? First off, as a certified B Corp, we work to make a difference every day while maintaining the highest standards of social and environmental impact. With our most recent score of 125.5 we're in very good company with other exceptional B Corps around the world. We also believe that helping to make the world a better place should be rewarded accordingly that's why we offer competitive, market informed salaries, meaningful support towards healthcare for our team around the world, generous paid leave, and free toilet paper (yes, you read that right). Our engagement surveys (thanks Culture Amp!) tell us that our team is really proud (98%) to work for Who Gives A Crap and, well, we couldn't be more proud of that. Have you made it this far? If you're still reading, we think there's a strong chance you might be our kind of person. Here's the thing, though research suggests that 60% of women and underrepresented folks might have already talked themselves out of applying. Even if you don't check every box above, we want to encourage you to introduce yourself. We believe a diversity of perspectives and experiences makes a team stronger and the stronger our team, the closer we are to delivering toilets and clean water for all. Please mention the word ****ENTHUSE**** and tag RNDQuMjM0LjE0NS4xMTU= when applying to show you read the job post completely (#RNDQuMjM0LjE0NS4xMTU=). This is a beta feature to avoid spam applicants. Companies can search these words to find applicants that read this and see they're human.

Contacts

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