

WERE HIRING!



New Account Developer (Trade) Join an exciting, dynamic and enjoyable workplace environment.

Warlord Games is one of the fastest growing miniatures and tabletop game manufacturers in the World. If you join our team you can expect to be challenged in many ways. You will find that we are a fun and professional team that strive to provide the best possible service to our trade customers.

The Company:

Warlord Games is a company that is as dedicated to its employees as it is to its customers. Our passion for what we do plays out every day, in every team, with every person. Quality, Customer Service and Fun are at the forefront of everything we do. Warlord Games is a professional company, but we do not take ourselves too seriously in certain aspects. Hard work is rewarded with a fun and friendly environment.

The Position:

We're looking for a New Account Developer to join our growing UK Trade Sales Team. We offer a comprehensive salary and bonus scheme. There are excellent opportunities for progression and development. You will be joining a dynamic team that is in a unique position to drive Warlord Games to greater success.

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REQUIREMENTS:

- YOU MUST BE DRIVEN, CONFIDENT, PASSIONATE AND ENTHUSIASTIC.
- EXCELLENT WRITTEN AND VERBAL COMMUNICATION SKILLS.
- THE ABILITY TO WORK UNDER YOUR OWN INITIATIVE AS WELL AS FOLLOW DIRECT INSTRUCTIONS.
- YOU MUST BE ABLE TO WORK UNDER PRESSURE AND STRIVE TO HIT TARGETS THAT ARE SET FOR YOU.
- YOU MUST BE ABLE TO WORK AS PART OF A TEAM.
- PROVEN SALES EXPERIENCE IS NOT REQUIRED BUT IS PREFERRED.
- FINALLY, IT IS NOT ESSENTIAL, BUT IT IS CERTAINLY A POSITIVE, FOR YOU TO BE FAMILIAR WITH OUR PRODUCTS OR PLAY OUR GAMES.

RESPONSIBILITIES:

- IDENTIFY APPROPRIATE PROSPECTS, SET APPOINTMENTS, MAKE EFFECTIVE QUALIFYING SALES CALLS TO SECURE NEW TRADE CUSTOMERS.
- VISITING POTENTIAL TRADE CUSTOMERS TO EVALUATE NEEDS AND PROMOTE PRODUCTS AND SERVICES.
- MANAGING THE SALES PROCESS FROM START TO FINISH ENSURING A POSITIVE EXPERIENCE FOR THE CUSTOMER.
- SUCCESSFULLY HIT TARGETS SET BY THE MANAGEMENT.
- PREPARE AND SUBMIT MONTHLY SALES REPORTS.
- MAINTAIN A HEALTHY KNOWLEDGE OF OUR PRODUCTS AND BE ABLE TO PRESENT AND DEMONSTRATE THESE TO EXISTING AND PROSPECTIVE TRADE CUSTOMERS.
- DEVELOP AND IMPLEMENT A SALES ACTION PLAN THROUGH COMPREHENSIVE ANALYSIS, AND ADJUST SALES TECHNIQUES BASED ON INTERACTIONS AND RESULTS IN THE FIELD.

THE LOCATION: WARLORD GAMES IS BASED IN NOTTINGHAM. THE POSITION IS OFFICE AND FIELD BASED. IT IS NOT ESSENTIAL THAT YOU LIVE WITHIN NOTTINGHAM PROVIDED YOU ARE ABLE AND WILLING TO TRAVEL TO NOTTINGHAM AS OFTEN AS IS REQUIRED.

CLOSING DATE: THE CLOSING DATE FOR APPLICATIONS WILL BE ON MONDAY THE 26TH OF JULY 1800.

PLEASE SEND YOUR CV AND COVER LETTER TO OUR NEW BUSINESS MANAGER, GARETH PRIOR AT THE FOLLOWING EMAIL ADDRESS GARETH.PRIOR@WARLORDGAMES.COM