



Retail Sales Manager

About Lightfoot

Lightfoot is a high-growth technology company based just outside Exeter. Lightfoot has been described as 'the Fitbit for cars' and is an award-winning, government-supported technology that plugs into the vehicle and helps drivers find their engine's sweet spot.

Lightfoot rewards drivers who achieve 'Elite Driver' standard with a wide range of prizes, discounts and other benefits; from cheaper car insurance to a year's supply of pies...

Lightfoot drivers are up to 20% more fuel efficient than your average driver and have 40% fewer accidents, so we are making our roads safer, our environment cleaner and our motoring less expensive. Lightfoot has been disrupting the fleet sector since 2014 with its all-new approach and has customers including Virgin Media, Dyno Rod, South West Water and many more.

This year Lightfoot is also launching to the consumer market so that every driver can be rewarded for better driving.

The Lightfoot team has grown from 25 to 60 in the last 9 months alone. We are based from our new state of the art facility near Chudleigh where you will find a fast paced environment and a dedicated team driven to making driving fun, social and rewarding.

Job Outline

The key purpose of the Retail Sales Manager is to source, establish and maintain strong partnerships with retailers, including e-commerce, and distributors to maximise product sales whilst seeking new opportunities to further growth, brand awareness and business opportunities.

The Retail Sales Manager must have the experience to review retailers, introduce products and negotiate trading terms. They will be responsible for the development and implementation of joint business plans with retailers in line with our company strategy to optimise value to the business through supply chain costs, stock values, availability, sales, margins and return on investment.

Role and Responsibilities

- Establish and maintain strong partnerships with retailers, including e-commerce, and distributors to maximise product sales
- Investigate further potential market channels and negotiate trading terms
- Maintain an awareness of market trends in the retail and e-commerce industries, understanding forthcoming customer initiatives and monitoring competition
- Implement joint business plans with retailers in line with our company strategy
- Monitor inventory & availability of product across stores
- Use company CRM system to record sales figures, analyse data and forecast future sales

Desired qualifications, skills and experience

- Proven B2C experience in high-street retail environment and delivering products to the consumer electronics market is **essential**
- Proven experience running product lines on Amazon and other online retailers is **essential**
- Confident liaising with multiple stakeholders is **essential**
- A strong commercial awareness, with the ability to develop brand strategies that will deliver commercial objectives is **essential**
- Excellent communication, negotiation and presentation skills is **essential**
- The ability to pitch our product with clarity, confidence and passion is **essential**
- Strong analysis and research skills is **essential**
- High level of organisational skills, with the ability to work accurately and independently is **essential**
- Experience using Salesforce CRM is **desirable**

Personal characteristics

- Innovative, proactive and hands-on
- A self-starter with a passion for technology
- Driven to succeed and hardworking
- Confident and passionate
- Friendly, approachable and professional

Salary & Benefits

- Competitive Salary
- Company Car / Vehicle allowance
- Membership of employee bonus scheme
- Outstanding quality of life
- 24 days leave entitlement plus Bank Holidays
- Childcare voucher scheme
- Your own Lightfoot and associated benefits

Location

Chudleigh, Exeter

How to apply

If you think this job is for you then why not email us, briefly summarising why you'd be great for the role and including a copy of your CV and your salary expectations, to work@lightfoot.co.uk