



Job description

An exciting opportunity has arisen to be part of a progressive and rapidly expanding business with a large global reach. Founded in 1924, Celestion has grown to become one of the world's largest and most innovative manufacturers of loudspeakers.

We are currently seeking a full-time Sales Manager - Business Development in the USA.

The Position

This new position will be home-office based ideally in the Mid West, reporting to the VP of Business Development in the USA and will require at least 30% of the time travelling, including occasional international travel.

The Role

Source new customers and new opportunities to grow the existing Celestion product portfolio across the USA and Canada.

Account management of existing customer base comprising of retail, wholesale, distribution mainly within the music Instrument and Pro Audio sectors.

Work in conjunction with our UK based marketing team to increase brand awareness and improve communication with consumers, trade and existing partnerships.

Liaise with our UK based sales admin team to ensure speedy and efficient processing of sales orders, deliveries, payments and other customer service requirements.

Represent the company at relevant trade shows and events as required.

Skills & Experience

The successful candidate will have a proven track record in sales and marketing as a strategic thinking executive capable of managing many aspects of a growing business.

Essential:

- At least two years' experience in distribution management to the Pro-Audio Loudspeaker or Musical Instrument retail sector
- Excellent communication and presentation skills
- Results driven, flexible, creative and self-motivated individual
- Comfortable scheduling and running face to face client meetings

- Good time management and organization skills
- Current and permanent eligibility to work in the USA
- Valid driving licence
- Well versed in Microsoft Office software (Excel, Word, etc)

Ideal:

- Passion for music and understanding of sound quality
- Previous work experience within the music retail and or live sound sector
- Working knowledge of acoustics and loudspeaker components
- Strong relationships with existing industry personnel

Benefits

We provide our employees with the following tools and resources to be successful:

- Competitive wages in line with experience
- Outstanding benefits package (Medical, Dental and Vision)
- 401(k) with match
- Paid holidays (10 days + statutory)

The successful candidate will become part of a dynamic global sales and marketing team, with offices based in UK, China and USA. We are a close-knit group who appreciate each other's contributions and value each other's strong work ethic. Looking for a team player to complete our team and be a major factor to continue our future success.

To apply send your Resume and current salary details to Lucy Pakes, HR Manager by email recruitment@celestion.com

To learn more about us visit our web site at www.celestion.com