



WOODWIND INSTRUMENT SPECIALISTS

INTERNATIONAL TRADE SALES REPRESENTATIVE

ROLE

Position	International Trade Sales Representative
Reports to	Executive Managing Director
Location	Howarth of London Ltd, 31 Chiltern Street London W1U 7PN
Salary	From £47000 depending on skills and experience
Contract	Full Time Permanent
Core Working Hours	Monday to Friday 9.00am to 5.30pm (40 hours per week as required)

APPLICATION AND INTERVIEW DATES

Application Deadline	Will close when the job is filled. We recommend an early application.
Interview	Interviews will be completed at the earliest availability after applications have been received.
Format of Application	Please email Kenneth Le Meunier-FitzHugh kenlmf@howarthlondon.com explaining relevant experience and interest in the role and attach your CV.

PURPOSE OF THE ROLE

Howarth of London is the UK's leading manufacturer of high-quality Oboes and retailer of Woodwind Instruments. The Trade Sales Representative is responsible for identifying and developing new global customers for the company's products and supporting their existing customers to maximise sales. They will work with existing and potential customers to understand their needs and create solutions that meet their requirements. The Sales Representative will also manage the entire sales process from prospecting and closing deals, to processing orders.

JOB DESCRIPTION

KEY RESPONSIBILITIES

- Negotiate and close sales contracts with customers.
- Manage the entire sales process, including lead generation, prospecting, follow-up, and closing deals.
- Attend trade shows and conferences to promote the company's products and services.
- Create customised sales proposals that meet the specific needs of each client.
- Meet or exceed sales targets and goals.
- Develop and maintain relationships with existing and potential customers.
- Identify and develop new international markets for the company's products and services.
- Prepare and deliver sales presentations to customers and stakeholders
- Conduct market research to understand industry trends and identify potential sales opportunities.
- Collaborate with internal teams, including marketing, logistics, and customer service, to ensure smooth delivery of products and services.
- Provide reports on sales progress and market developments.



Please note:

This job description is not exhaustive, and amendments and additions may be required in line with future changes in policy, regulation or organisational requirements, it will be reviewed on a regular basis. The sales representative will work in an office environment but will spend time visiting customers and attending trade shows and conferences. The job will require international travel and outside hours working.

CANDIDATE PROFILE

ESSENTIAL

- At least 3 years proven experience in international sales or export management.
- Excellent communication and interpersonal skills.
- Strong negotiation and closing skills.
- Honest and ethical in all business dealings.
- Ability to work independently and manage multiple projects simultaneously.
- Strong budgetary awareness and the ability to manage time efficiently.
- Strong analytical and problem-solving skills.
- Knowledge of export regulations and compliance requirements.
- Proficiency in Microsoft Office and CRM software.
- Ability to plan and execute international sales journeys.
- Confident with international travel.
- Full UK Driving License.

DESIRABLE

- To play a woodwind musical instrument, preferably the oboe.
- Bachelor's degree in business, Marketing or related field.

ADDITIONAL REQUIREMENTS

- Applicants must have the right to work in the UK

WORKING RELATIONSHIPS AND CONTACTS

- Executive Managing Director
- Marketing Executive
- Factory Manager
- Customer Services
- Administration Director

ADDITIONAL BENEFITS

- 28 days leave (including Bank Holidays)
- Company Auto Enrolment Pension Scheme
- Interest-Free loan for an annual travel season ticket (after probationary period).