

Regional Account Manager | America

At Cambridge Audio, we want you to hear your music at it's very best, as the artist intended it to be heard, with nothing added, nothing taken away. That's what we've always wanted because that's what music lovers like us deserve. It's why we we're constantly experimenting, solving problems, and creating new kit. It's why we've been doing what we do for the last 50+ years. It's why we're always trying to make the listening experience better. Pure. However, you listen, whatever your budget, our goal is simple: Give you the best possible sound, at the fairest possible price.

Music and Technology at Cambridge Audio is our passion, we're looking for a Regional Account Manager who loves music and knows the North American Hi-Fi Industry to join the team in the United States to manage and motivate our valued retailers.

We're on a mission to become the most talked about Hi-Fi company in the world and we need someone to assist with ensuring we have long term sustainable growth in North America's largest Hi-Fi market.

Working closely with the sales team and reporting to the Head of Business Development, the Regional Account Manager will help the company grow with integrity and deliver the objectives of our Sales Strategy.

We're a business full of passionate people who are encouraged to develop their careers and push their own creativity and progression. To find out more about us, visit: www.cambridgeaudio.com/about-us

KEY RESPONSIBILITIES

- Have strong relationships within the existing dealer network
- Expanding and developing key dealers along with acquiring new dealers to secure the growth in market share
- Implementing the sales strategy to deliver our sales goals
- Training and developing dealers and retailers
- Building and developing high level customer contacts/relationships to ensure sustained profitable growth

CAMBRIDGE AUDIO

Gallery Court, Hankey Place
London SE1 4BB
United Kingdom
+44 (0)207 5515 418

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- Uses appropriate internal resources to meet customer and market requirements
- Domestic travel will be required

PERSONAL PROFILE

- 3 + years in a sales role within the CE electronics
- Strong communicator and a team player.
- Proven ability to achieve sales targets
- Adaptable and used to working in a fast-paced team.
- Pro-active thinker who likes solving problems and getting things done.
- Strong organisation skills and attention to detail.
- Analytical thinker who is comfortable with data and a good understanding of Excel.

Salary

The package on offer, is competitive / negotiable depending on experience. Benefits include 15 days' vacation; medical, dental and vision; and 401K.

To apply: Please email hr@cambridgeaudio.com all applications will be treated in the strictest confidence.

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