



## PR/087166 | Field Sales Representative (m / f / d) in UK

### Job Information

**Recruiter**
[JAC Recruitment Germany](#)
**Job ID**

1554865

**Industry**

Other (Trade)

**Job Type**

Permanent Full-time

**Location**

United Kingdom

**Salary**

Negotiable, based on experience

**Refreshed**

August 12th, 2025 10:54

### General Requirements

**Minimum Experience Level**

Over 3 years

**Career Level**

Mid Career

**Minimum English Level**

Business Level

**Minimum Japanese Level**

Business Level

**Minimum Education Level**

Associate Degree/Diploma

**Visa Status**

No permission to work in Japan required

### Job Description

#### Company and Job Overview

A family-run Japanese company with more than 200 years of history is looking for a Field Sales Representative (m/f/d) in UK

#### Job Responsibilities

In this position, you will assume complete responsibility for the UK Pet Independent channel for operation. You will have full autonomy to grow this channel from challenger brand to a household name. You will manage selected Wholesale distributor and grow our brand's market share and market penetration. Your regular duties will include:

- Achieve monthly, quarterly and annual targets for sales and recommendation of the brands through the effective management of existing accounts and the acquisition of new business.
- To achieve new Pet Independent conversion numbers in line with targets and target Pet Independent stores and small chains, using well developed sales and negotiation skills to win new business.
- To achieve KPIs for Strategic Plan focus areas, including NPD and in store initiatives
- Effective management of customer through optimized contact and visit strategy ranging from routine visits, quarterly

reviews, staff training, category relays, advocacy days.

- To acquire and maintain a high level of technical product knowledge to facilitate conversations with all levels of store staff.
- To deliver training tailored to store requirements when needed, to achieve sales and recommendation objectives.
- Thorough understanding of customers strategy and competitor activity and create awareness internally through networking to ensure an appropriate feed into the channel business planning process.
- Develop and implement a jointly agreed Customer Business Plans to achieve targets in line with Channel strategy, delivering excellent execution of Key Sales Fundamentals.

#### Job Requirements

A varied set of contemporary skill sets across core Field Sales ; Trade Marketing, Brand Awareness, Brand Education and Business Development.

- We're looking for candidates who are passionate about Pets and Pet Independent Businesses. You will have already demonstrated successful performance within sales and will be passionate about building high value customer relationships, be able to demonstrate strong commercial acumen and have a strong and determined focus on delivering results.
- You will be self-driven and able to demonstrate your experience of delivering new business wins vs. stretching targets. Your ability to adapt your communication style to a broad range of decision makers, be resilient in the face of challenging situations and be able to influence both internally and externally will be key.
- A proactive nature with commercial awareness and excellent numeracy skills
- Business development experience essential
- Pet Independent channel experience is beneficial
- Knowledge of pet industry beneficial
- Highly proficient in Excel and comfortable using other Microsoft Office programs - IT literate Makes good use of insightful information and is naturally analytical
- Organised and adept at planning and prioritising workloads
- Ability to travel within designated geographical territory

Apply online for more information about this opportunity. Due to the high volume of applicants, we regret to inform that only shortlisted candidates will be notified. Thank you for your understanding.

**Notice:** By submitting an application for this position, you acknowledge and consent to the disclosure of your personal information to the Privacy Policy and Terms and Conditions, for the purpose of recruitment and candidate evaluation.

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#### Company Description