



International Sales Representative (Snoezelen® Sensory Rooms and Products) Vacancy (Full Time)

ROMPA is the UK's market leading supplier of Snoezelen® Sensory Rooms and Products. ROMPA also has an established network of distributors and partners in over 40 countries. ROMPA is looking to grow its presence and sales into further developing markets, but also to improve our penetration and representation in post-Brexit Europe, the Middle East and Asia.

We have an exciting opportunity for an ambitious, results-driven, passionate and highly motivated International Sales Representative to join our business development team.

The ideal candidate will:

- have extensive international sales experience with a focus on developing distributor networks & demonstrate an ability to negotiate and manage exclusive distribution contracts effectively.
- have a strong track record of meeting and exceeding sales targets.
- have excellent business and commercial sense, a strong, persistent, and persuasive manner.
- possess a sound working knowledge of current export trading procedures and Incoterms.
- demonstrate passion for our products and a commitment to making a difference in the lives of our customers.
- be enthusiastic, an excellent communicator, confident to present at all levels.
- be well organised.

This is an office-based role, but it will involve overseas travel.

Primarily, the role will focus on generating and developing new international partnerships with distributors, secure exclusive contracts, and significantly grow our international presence.

Key Responsibilities:

1. Identify and Engage Partners:

- Research and target potential international distributors, dealers, and resellers for Snoezelen® Sensory rooms and products.
- Build strategic partnerships with exclusive distribution agreements in key markets.

2. Drive Sales Growth:

- Develop and execute international sales plans to achieve growth targets and increase market share.
- Actively seek new business opportunities and build relationships with decision-makers in healthcare, education, and wellness sectors plus other markets, as we do within the UK.

3. Represent the Brand:

- Deliver compelling presentations and product demonstrations tailored to partners and clients.

- Attend international trade shows, conferences, and exhibitions to showcase products and build networks.

4. Contract Negotiations:

- Lead negotiations with potential partners to secure exclusive agreements and favourable commercial terms.
- Ensure partners meet performance objectives and maintain brand integrity.

5. Market Research and Strategy:

- Analyse market trends, competition, and customer needs in different regions to refine sales strategies.
- Provide feedback to internal teams to improve product offerings and customer satisfaction.

6. Collaboration and Reporting:

- Work closely with the International Sales Manager, Marketing and Product teams to align sales efforts with promotional campaigns.
- Provide regular sales reports and updates on progress, achievements, and challenges.

Should you be interested in the above role, please apply to Lisa Dunks (lisad@rompa.com) with a covering letter, CV and current salary details.