



### **Company's Description:**

Mode...information is a worldwide operating company well established in the publishing & distribution of Trend & Colour Forecasting Tools & Information. We are distributing to businesses from the fashion, interiors, advertising, & lifestyle industries, from manufacturers, graphic design to retail companies. Our clients include most leading high street stores, fashion & interior brands within the UK. We supply all the PANTONE X-Rite Textile & Graphics Systems & Colour Management Tools and RAL colours.

We are seeking an experienced & talented Key Account Manager to join our UK-team in London.

### **Job Description:**

You will sell high quality of Trend & Forecasting Books & Magazines, Website & Services in the Fashion, Home, Beauty, Wellness & Lifestyle fields including Design Studios, Schools of Fashion & Design, Architects and others.

You will be responsible for:

- Contacting and visiting prospective customers
- Presenting products & services to match identified needs & requirements in the Showroom and clients visits
- Establishing strong & durable relationship with new clients, as well as
- Maintaining excellent customer services with our existing portfolio of clients
- Planning and organising sales actions and the UK-office

### **You must have:**

- Strong commanding telephone manners
- Sales skills to communicate & negotiate at manager levels
- An active approach to sales
- Proven track records of your sales achievements in a B2B sector
- Proven written and oral communication skills
- A strong interest in fashion, interiors and product design

### **You are:**

- Growth-oriented, able to source and identify selling opportunities and to maximise sales to meet & exceed targets
- Ambitious, hard working & motivated to succeed in an challenging & fast moving environment
- Very organised with strong time management skills
- Computer literate with Microsoft office /SAGE & any design CAD will be an asset
- Courteous at all time

Please send your CV, your motivation in joining our UK team and your current details to: Heike Angele on [hangele\(at\)modeinfo.com](mailto:hangele(at)modeinfo.com)