

Paris Presents

INCORPORATED

POSITION SPECIFICATION

UK National Account Manager

COMPANY

Paris Presents is an entrepreneurial, privately held / venture capital backed company that creates and distributes strong brands of makeup tools and body care accessories in over 60 countries. Their expertise includes both globally distributed branded product lines and the development of retailer brands, product lines individually created and managed for large retailers. This is a high-growth, beauty and fashion business with a focus on high quality products at affordable prices developed through innovation and on-trend design. A sought-after "indie" company, Paris Presents has a very fast paced culture, has annual revenues of over \$100M, and is growing rapidly around the world, with distribution in over 60 countries. In 2014, the company was recognized by IRI/Boston Consulting Group as the fastest growing health and beauty company under \$1B, and a top-10 finalist in the 2015 European Business Awards. The senior management team comes from major CPG companies and has a strong record of success growing businesses.

BRANDS

The company's three core brands are EcoTools®, Real Techniques®, and Body Benefits by Body Image®. EcoTools® is a leader in eco-conscious beauty products, most notably for incredibly soft cosmetic brushes. Real Techniques® is the fastest growing make up brush brand in the US and the number one brand in the UK, offering women high quality brushes with education on how to use them, created in collaboration with Sam and Nic Chapman (Pixiwoos). Real Techniques® is the #1 make-up brush brand on YouTube. Body Benefits by Body Image® is the number one brand in bath accessories with distribution at key retailers such as Boots, Superdrug, Monoprix, H&M, OVS, Douglas, DM and others. The brand offers a comprehensive assortment of netted bath sponges and bath accessories.

POSITION SUMMARY

Seeking a stand-out, UK account manager, ideally with a passion for all things beauty, and a proven track-record managing and growing High Street retail business. Reporting to the Managing Director for Europe, Middle East and Africa, the UK National Account Manager will manage leading High Street accounts and will be responsible for the following:

- Responsibility to deliver gross sales, trade allowance and profit targets to budget.
- Ensures distribution, merchandising, pricing promotional plans are in place and successfully executed to exceed the targets.

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- Develops online promotional strategy for assigned accounts. Manages and controls all promotion expenditure within your responsibility in line with the company's guidelines, to ensure an optimum return on investment.
- Works closely with appointed accounts to ensure reasonable monthly forecasts are submitted and bought to, particularly for innovation and limited edition programs.
- Develops and manages joint business plan with assigned accounts and reviews scorecard to ensure annual targets achieved/exceeded.
- Ensure flawless implementation of all new product launches and achievement of required distribution objectives.
- Builds and cultivates multi-level and cross-functional contacts at retailer, to support role as "general manager" of your account business.
- Prepares and delivers all required sales reporting and analytics to inform manager and US headquarters team as required.
- Develop and improve tools and systems to monitor the market place, our brands and competitor's performance.
- Effectively collaborate and co-ordinate activity within internal PPI departments, category, customer marketing, finance and customer services to deliver company's business priorities.
- Own and drive initiatives which deliver improved levels of customer service and satisfaction.
- Responsibility for ensuring identified expenses are kept within budgeted guidelines and completed on time as required by company policy. Responsibility for the development, maintenance and implementation of all account administration.
- Ensure personal developments by implementing agreed training and development objectives with EMEA Managing Director.

RELATIONSHIPS

Reports to: Managing Director of Europe, Middle East, Africa

Manages: No direct reports

Key Internal Relationships:

Works closely with PPI cross functional teams, in particular with Customer Marketing, Marketing and Supply Chain team.

IDEAL EXPERIENCE

- 5-7 years experience with High street / Grocery retailers within in a Beauty or FMCG company
- Ability to demonstrate numerate and analytical skills
- Ability to simplify complex data and extract key insights
- Ability to work towards deadlines
- Excellent Excel and PowerPoint skills
- Must be a key user/analyser of Epos Data
- Category Management experience preferred
- Excellent presentation skills
- Ecommerce account management experience

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- Excellent interpersonal skills
- Excellent negotiation and persuasive selling skills
- Holds valid passport and UK work visa.

IDEAL PERSONAL PROFILE

- Proactive, growth-mindset
- Acts as general manager of their business
- Flexible, dynamic, diplomatic, aggressive
- Curious and enjoys learning about the changing consumer and market
- Thrives in a dynamic, fast-paced, high-growth working environment.
- A juggler- likes to have multiple balls in the air, and willing to “roll up your sleeves” to get things done.