

**Post: Sales Manager (US Market)**  
**Grade: TBC**  
**Responsible to: Head of Strategic Engagement**  
**Responsible for: N/A**

**Introduction to Impactt**

**IMPACTT** is an award-winning consultancy specialising in responsible sourcing, human rights, labour standards and international development, founded in 1997. Impactt enables organisations to improve working conditions and livelihoods across global supply chains in a way that brings clear business benefits to both ends of the chain. We work with a wide range of stakeholders; from brands, retailers, factories, large institutions and government bodies to individual workers and local communities.

Impactt helps to bridge the gap and deliver real change on the ground for workers and businesses, with our change-focused, innovative and practical approach. We are a passionate and committed team with extensive local experience. We have offices in the UK, China, Bangladesh and India, and a network of Impactt associates across Europe, Asia, Africa North and South America.

**Job Purpose**

Impactt is looking for an experienced, innovative and consultative responsible sourcing professional, who is driven by Impactt's values and approach, to support the growth of its customers and presence in the United States. The Sales Manager (US) will report to the Head of Strategic Engagement based in London, and will be instrumental in the delivery of Impactt's product development and growth plan; positioning the company as the go-to-partner for responsible sourcing. This will involve developing business plans and strategies to attract new customers and retain and grow existing customers to adopt our diversified portfolio of products and services designed to improve the lives of workers and drive positive change for businesses.

**Primary Responsibilities**

- **Develop and implement a strategy for US sales, breaking into new sectors**
  - Execute Impactt's approach into the US, working with the Impactt team to exceed targets through organic growth of existing clients and new partnership opportunities.
  - Proactively seek and secure opportunities to introduce customers to Impactt's suite of products and services.
- **Focus on business development**
  - Grow the existing US client base by owning and developing relationships with key responsible sourcing stakeholders.
  - Manage a pipeline of existing and new business.
  - Deliver excellent account management where required to drive organic growth of customers.
- **Provide intelligence and input into market driven product development**
  - Regular feedback loop on new products/solutions that will support customers responsible sourcing challenges.
- **Represent Impactt at US responsible sourcing initiatives and events**
  - Proactive networking and representation of Impactt at relevant industry initiatives and events.

<b>Grade: TBC Category</b>	<b>Description</b>	<b>Essential / Desirable</b>
<b>Qualifications</b>	Degree or equivalent qualification in a related field such as management, marketing or business studies or successful proven track record in business development.	Essential
	Evidence of continually developing professional knowledge.	Desirable

<b>Experience</b>	<p>Minimum of 5 years of experience with a similar organisation or key account/ sales role.</p> <p>A proven track record of new business generation, account management and development.</p> <p>International and cross-cultural work experience.</p>	<p>Essential</p> <p>Essential</p> <p>Essential</p>
<b>Knowledge and skills</b>	<p>Knowledge of responsible sourcing, human rights &amp; business, labour rights and extensive industry experience.</p> <p>A proven track record of new business generation, account management and development.</p> <p>Results orientated and driven to exceed objectives set for turnover, profitability and service promotion.</p> <p>Strong business sense, excellent interpersonal, negotiation, and communication skills.</p> <p>Strong presentation and public speaking skills.</p>	<p>Essential</p> <p>Essential</p> <p>Essential</p> <p>Essential</p> <p>Desirable.</p>
<b>Other</b>	<p>A passion for Impactt's vision to improve workers' livelihoods in a way that benefits businesses and workers.</p> <p>Out of the box thinker, self-motivated, result-driven and working independently and remotely.</p> <p>Extensive travel is required is required mostly in North America, to a lesser degree in Europe and Asia.</p> <p>Candiddate may have to spend time being trained at the Impactt HQ in the United Kingdom.</p>	<p>Essential</p> <p>Essential</p> <p>Essential</p> <p>Desirable</p>

**Personal attributes:**

The Post Holder should have and display the following personal attributes:

- Passionate about Impactt and the work that we do.
- High levels of energy, positive attitude and enthusiasm.
- Strong self-management and good team player.
- Strong sense of initiative and great capacity at working on his/her own.
- Pro-active – think about future needed actions and share with the rest of the team.
- Adaptable & Solution oriented – think about solutions to problems.
- Reliable, strong integrity and ethical behaviour.
- Excellent listening and interpersonal skills.
- Empathy with others and ability to respond accordingly.