



**Square Root London LTD**  
449A Railway Arches  
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### Sales Manager 2019

Square Root is an award-winning soft drinks producer, founded in 2012 in Robyn & Ed's kitchen. From there we've grown in to our own production space in East London. We make all our own sodas, from fruit to bottle - something nobody else in London is doing! 2018 has been a massive year for us and now we're completing our production upgrade making this the perfect time to hire a highly talented Sales Manager and expand our sales team.

We need a real go-getter to join us and take over our on-trade sales process. This role is perfect for someone who is looking to make a real difference to a team and make waves in the fizzy pop biz!

What we need you to do:

- Manage our existing customer base – from taking orders to introducing our exciting new releases, there's a lot to do here!
- Research and generate new leads and opportunities, planning visits to potential customers and following up in an organised manner.
- Respond to our growing number of sales enquires, from initial contact through to sample sending and closing new business.
- Build a network of key accounts and maintain customer relationships, keeping them engaged in our drinks and the Square Root story.
- Arrange and manage tastings, training and events with our customers.
- Regularly reporting to Brand Manager Chris, and founders Robyn and Ed on occasion.

Our ideal candidate will:

- Be passionate about food & drink and love our sodas, and how we do things.
- Be able to make a great first impression and converse with people easily.
- Have a proactive attitude, able to work quickly and efficiently. We like to work with people who lead by example and foster a positive work environment.
- Have fruit chat good enough to rival Ed and be organised enough to impress Robyn!



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- Have previous experience in a sales role with a great understanding of sales processes. We've got some flexibility on this and will provide training - it's more about attitude and aptitude than years on the clock for us.
- Be confident and focused on our company goals and be ready to work closely with the founders and sales team to develop our sales strategy for this year and beyond. Your input will really count with this one!

Sound like you? What are you waiting for?!

Our office environment is fairly non-standard, in the best possible sense, so the work is varied, the dress code is casual, and the team is genuinely friendly and fun. Our team is what makes us here at Square Root and we love sitting down together for big communal lunches and touring round together on staff nights out - it's a really exciting time to become part of the rapidly growing business.

To spread out amazing sodas, we need amazing people. Interested in joining us? Email us on [jobs@squarerootsoda.co.uk](mailto:jobs@squarerootsoda.co.uk) and tell us why you're amazing, why you're the right person for this job and what your dream flavour of soda would be if you could make one.

Questions? Good! Give us a call on 02034 175 940 and ask for Robyn - she'll be happy to discuss your application!

Compensation Details:

- £23 - 25K base salary + commission based on experience.
- Office based in East London, with travel expenses paid.
- All you can drink soda!
- Square Root Lunch Time - we sit down together every day and share a company provided lunch, it's the best! You'll also get lunch expenses when you're on the go.
- Friday drinks at our production space - our fridge is filled with only the best local producers soda swapsies can buy!
- Team dinners spent dining with one of our customers - they make the best food obvs!