



Join an ethical and award-winning employee owned outdoor clothing brand as a UK Sales Representative.

Páramo Directional Clothing designs and distributes durable garments for outdoor people, using unique and superior fabric systems to keep them comfortable in extreme environments. The products are indefinitely renewable using Nikwax® aftercare and their innovative design allows the garments to be recycled at the end of their useable lifetime.

We develop our products in-house, from the headquarters in Wadhurst, East Sussex, with the garments manufactured at The Miquelina Foundation in Bogotá, Colombia. This partnership started in 1992 and has assisted over 10,000 vulnerable women to find a better life, away from prostitution or exploitative situations. With Páramo's support, the factory has carried the World Fair Trade label since 2017.

We have an ongoing dedication to minimising our impact on the environment and a devoted group of people to help develop the business. Páramo is employee owned, which will protect and build upon our purpose and values, whilst securing a bright future for all employee owners.

We highly value our employees, whom we are proud to call Partners, and this is an exciting opportunity to join our company.

The Role

Increase sales, brand representation and product understanding by developing relationships, providing training and supporting our network of UK retailers. Assisting customers by providing technical product knowledge and advice.

You Will

- Visit and work with our retail network to increase sales and range representation
- Provide training across our retail networks, ensure that staff have a good understanding of the products and procedures e.g. garment care, guarantee and recycling schemes
- Identify new market trends and report them back to head of sales
- Gather feedback on the range from our retail network and report it back to the relevant teams in head office
- Identify geographical gaps in our retail network and seek out suitable new retailers within those areas
- Ensure that our retail network is aware of and implement any sales promotions
- Encourage take up of the staff purchase scheme across our retail network, create a positive opinion of the performance of our products with the aim of increasing sales through enthusiastic selling.

The successful applicant must have a full clean UK driving licence.

You Will Be

- Experienced in sales with good interpersonal skills
- Customer focused with a positive and enthusiastic selling technique
- Pro-active with a pre-emptive approach with a strong drive to achieve
- Aware of the outdoor market with Interest in outdoor pursuits.

The Rewards

- Competitive benefits and rewards including pension, health cash plan, profit related bonus scheme and free childcare at a local nursery
- Work in a friendly and informal environment
- Work for an employee-owned business where you can clearly see the effect of your efforts
- Work for an international company with values that you can believe in.

We are passionate and committed to being an inclusive and diverse employer, encouraging different perspectives and experiences to make us a more innovative and creative workplace.

To Apply

If you would like to apply for this position, please send us your CV & Covering Letter (clearly stating your salary requirements) by no later than Sunday 5th March 2023 to recruitment@paramo.co.uk

Candidates must be able to provide evidence of their right to work in the UK.

To view details of the Páramo Job Applicant Privacy Notice, please visit <http://www.paramo-clothing.com/blog/en-gb/careers/>