

macdonaldfyne limited

— Corporate Branded Products – Trade Only —

Company background

MacDonald Fyne is an independent, trade-only supplier of corporate branded products and promotional merchandise. We specialise in premium quality neckwear, specifically ties and scarves for schools and sports clubs and company uniforms for airlines and corporate events. We have offices in China dedicated to the sourcing of product directly with our carefully selected manufacturers.

Job description

We are looking for an enthusiastic individual to join our Sales and Marketing Team full-time and work with the existing team to increase our customer base and grow our business. The successful candidate will also actively participate in the identification of innovative new product and the marketing of that product. Working in a fast paced, time critical environment, the individual must be able to prioritise and use their initiative.

Responsibilities

- Develop existing business and identify and pursue sales opportunities with new trade customers
- Identify and source new and innovative product and collate product information and pricing
- Use Excel spreadsheets to calculate product pricing
- Build quotes for customers using QuoteWerks
- Contact, liaise and negotiate with suppliers/ factories, particularly in Asia
- Monitor 'live' orders to ensure customer deadlines are met
- Maintain log of unsuccessful quotes and reasons for not securing the business
- Attend trade fairs and regular client visits
- Update product information for the website and other platforms
- Make amendments to artwork using Adobe Illustrator
- Create visual content for e-shots using Adobe Photoshop
- Create written content for the company's social media accounts

Skills and requirements

- Excellent communicator with the ability to forge strong business relationships with both suppliers and customers
- High proficient IT skills (Microsoft Office/ Adobe)
- Strong mathematical skills (for quote preparation)
- Proven organizational skills and the ability to multi-task and self-motivate
- Familiar with Adobe Photoshop and Illustrator (preferred – not required)
- A keen interest in social media and marketing
- Enthusiasm to learn

General Info and Contact Details

Application: Please send your CV to suzanne@mfl-uk.biz

Address: The Courtyard Business Centre, Birling Road,
Ryarsh, Kent, ME19 5AA

Tel: +44(0)1732 877900

Working hours: 9:00am – 5:30pm

Dress: Business casual – smart jeans are allowed

Website: <http://www.mfl-uk.biz>

Facebook: <https://www.facebook.com/MacFyne>

Twitter: <https://twitter.com/macfyne>

LinkedIn:

<https://www.linkedin.com/company/macdonald-fyne-ltd>