



French Key Account Manager

Lifeplus manufactures and distributes high quality nutritional supplements direct to customers and generates new sales through referral by its independent associates. Those Associates in turn receive a commission or bonus for the volume of business they generate based on a layered commission structure.

We are an established and successful international business with great ambition and a team of enthusiastic people who are all dedicated to moving the business forward. Lifeplus Europe, as the name suggests, specifically supports customers throughout Europe and delivers our products direct to consumers throughout the region.

At Lifeplus, we follow a single guiding principle: helping people to feel good. For those looking to improve their health and lifestyle, we offer exceptional nutritional supplements, simple wellbeing advice and the opportunity to earn a supplementary income by running their own business.

Overall Summary:

This is a key position to provide a vital communication link between our key business partners in France and the Company. As the business in France grows there is a need for constant and consistent communication and support with both our Associates and business service providers. We work very closely with our Associates to ensure that they are continuing to make progress, to assist them in helping to refer more customers and to ensure that they maintain the integrity of the Lifeplus brand.

Principal Responsibilities:

- Being responsible for managing relationships with key customers and partners in France.
- To provide a vital communications link between our key business leaders across Europe and LP and maintains strong business relationships.
- Develop new relationships with partners who are showing potential as business builders and provide constant and consistent encouragement, support and communication links.
- Proactively monitor movers and shakers and observe volume levels to highlight those that are growing their business, along with those that may need additional support. Take responsibility for motivating and energising these individuals to help them reach their full potential.
- Celebrate effort and achievement through the company's defined recognition process.
- Understand the challenges our business leaders face. Show empathy whilst working with them to ensure that they remain compliant and working within the Company guidelines and maintain the integrity of the LP brand.

- Ensure regular feedback is sought and disseminated when necessary to relevant personnel within the management team.
- Work in collaboration with other areas of the business to deliver key messages, business process changes and promote events.
- Represent LP at visits and events and use these opportunities to build relationships with all LP customers and partners.
- Being responsible for managing relationships with key customers and partners in France.
- To provide a vital communications link between our key business leaders across Europe and LP and maintains strong business relationships.
- Develop new relationships with partners who are showing potential as business builders and provide constant and consistent encouragement, support and communication links.
- Proactively monitor movers and shakers and observe volume levels to highlight those that are growing.

The Candidate:

- Educated to degree level or equivalent.
- Fluent in spoken and written French and English - additional European language advantageous.
- Outstanding verbal and written communication and the ability to communicate at all levels.
- Credible with gravitas but must be a 'people person' with a good sense of humour.
- Self-starter and highly motivated.
- Willing to travel as necessary.

Working hours Monday to Friday 37.5 hours per week (Weekend work will be required)

This list of Roles and Responsibilities is not exhaustive and is not designed to limit or inhibit the way we work or how the role develops, it is intended to be a fluid document and indicates how we currently see the role.

- Please note: The successful applicant will be required to undertake a criminal record check.
- Please advise us in advance if you have any special requirements if you are asked to attend an interview.