

Position: Sales & Account Manager

Location: Porthleven, Cornwall Or Malmesbury, Wiltshire – remote/hybrid working considered

Salary Guide: £35k – £50k plus OTE package

The Company

Flexi-Hex is an innovative, award winning sustainable packaging company with a vision to drive positive change within an industry that is rapidly transforming. Set up in 2018, the company has experienced considerable growth, worked with renowned brands including Mother Root, Beam Suntory and DHL, gained a loyal brand following and won numerous awards in the UK and Europe.

The Role

A hands-on, revenue-generating role focused on winning new business and growing key accounts. This is a core commercial role in a scaling business.

Responsibilities

New Business

- Identify and win new customers across key sectors
- Manage full sales cycle (lead → close)
- Build and maintain strong pipeline

Account Management

- Grow existing customer relationships
- Drive repeat orders and upselling
- Act as main commercial contact

Commercial Execution

- Prepare quotes and proposals
- Negotiate pricing and terms
- Hit monthly and quarterly revenue targets

CRM & Process

- Maintain accurate pipeline in CRM
- Track activity and performance
- Contribute to improving sales processes

About You

- You have worked within a B2B sales environment previously (minimum 4 years)
- You have a proven ability to close deals
- You have strong communication and negotiation skills
- You are tenacious in driving sales in a target-driven environment
- You are good with numbers and have great attention to detail
- You enjoy converting new business as much as relationship and account management
- You are self-motivated but also love working within a small team
- You have a can-do attitude and are solution focussed
- You enjoy working flexibly, be it in the office, out in the field or at home
- You have a love of the outdoors and protecting our planet for generations to come

To apply, please email careers@flexi-hex.com:

- **Your CV**
- **A pitch in any format* of your choosing, showing your motivations, passions and why this role within Flexi-Hex is the right position for you**

** Whether it's a presentation, a video, or even a LinkedIn-style post, just go with whatever feels most 'you' to show off your skills and personality.*

Our Core Values:

Be Genuine - We are honest with each other, our partners and customers and share openly through every thread of the company. Why? Because honesty leads to trust and respect.

Be Positive - We focus on the positives not the negatives. We are consultative to our customers, supportive of our colleagues and will have fun on the journey.

Be Solution Focused - Where there are questions, we find answers. We aren't afraid to explore new ideas, to push boundaries and seek new highs. And just like our product, we are innovative and flexible.

At Flexi-Hex we celebrate difference, we support it, and we thrive on it. Diversity benefits our colleagues, our products, and our customers. We are proud to be an equal opportunity workplace and our hiring decisions are based on qualifications, merit, and business needs.