

Task 1: Read the job description below, then label it using the words from the box.

Job Title	Key Responsibilities	Main Job Purpose	About us
Location	Requirements	Responsible for	Report to

Televisions 4u

- _____ : Area Sales Manager
- _____ : London, United Kingdom
- _____ : Manage the company's sales in London. Must ensure the team meets all sales, revenue, and profit targets. Find, negotiate, and confirm new business through various efforts (sales calls, direct mail, referrals, networking, etc) in London.
- _____ :
 - Maximise revenue on a monthly, quarterly, and annual basis.
 - Develop and continually improve relationships with key clients.
 - Find and confirm new business partners.
 - Report weekly to the Director of Sales and Marketing,
 - Ensure customer satisfaction.
 - Ensure the Television 4u London team is motivated, and our company values are communicated and enforced throughout the team.
- _____ : 10 sales representatives that work across London.
- _____ : Director of Sales and Marketing.
- _____ :
 - University degree or equivalent
 - 5 years of management experience
 - A proven track record of sales success
 - Budget management experience
 - English level: proficient
- _____ : Established in 1991, Televisions 4u is a B2B television supplier that operates within Europe, supplying TVs to 28 European countries. We are a dynamic, forward-thinking company that employs 200+ staff and is keen to develop more talent. We are dedicated to delivering excellent customer service.