

Sales Executive - New Business

Collaboration:

- Work with production and client services where required to understand the processes required to meet and solve problems and clients objectives
- Work with the Customer Services Team and Director to ensure the smooth handover of newly won clients to Customer Service
- Working closely with the Director and Customer Services team to develop and maintain key account plans that identify opportunities to deliver value and forecasted sales

Client Relationships:

- You will drive the entire sales cycle from initial customer engagement to closing sales.
- Search for potential customers using various direct methods such as Cold calling, Face to Face meetings and indirect methods such as networking and web site leads.
- Maintain daily, detailed notes of all prospect and customer interactions using our internal CRM
- Qualify prospects against company criteria for ideal customers and sales
- Consult with prospects about business challenges and requirements, as well as the range of options and cost benefits of each
- Establish and develop relationships with new customers and secure contracts that achieve assigned sales quotas and targets

Development Activity/Reporting:

- Produce Weekly and Monthly reports on sales activity using our CRM.
- Maintain your knowledge of what services and products we can offer and how these could drive potential business.
- Identify sales support requirements and develop/improve sales tools
- Create and send quotations and tenders
- Draft and deliver proposals
- Understand the group dynamics and how you can use the group to drive sales

Experience:

- You'll have a solid background in sales and you'll know how to generate leads and build relationships quickly
- We are looking for someone who is passionate, ambitious, engaging and has an absolutely can-do attitude.
- You'll be able to demonstrate experience and success in a sales role – either within direct mail or another relevant sector such as media sales/marketing solutions or printing
- You'll be able to represent the company and our brand in the marketplace
- The ability to communicate, inspire and persuade
- Exceptional problem-solving skills and proactive thinking

Location and Salary

You will primarily be based at our main site but will be expected to attend sales meetings at our group headquarters in Nottingham,

Salary is dependent on skills and experience.

Job Type: Full-time

Hours of work: 37.5 per Week

You will require a Drivers licence.