

Business Sales Consultant

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Company: Sales

Location: United Kingdom

Category: business-and-financial-operations

Job Start Date: TBC

Looking to kickstart a lucrative sales Career? Bored of your current stagnant role with no real promise of progression?

Portfolio are partnered up with an established industry leader providing business services for over 80 years and are seeking vibrant, motivated Sales Executives to be on the forefront of their ambitious growth plans. Paying 21.5k – 23k

Basic DOE + Guaranteed £250 for 3months+ UNCAPPED Commissions and Quarterly Bonuses OTE in year 1 38-46k.

Working at our client's newly refurbished offices based in Hinckley / Glasgow, the ideal candidate will have a willingness to learn, naturally unfazed by new challenges, and thrive in fast paced/target orientated environments.

While everyday will be different with lots of excitement and unique challenges a standard day entail of:

- * Promoting our clients HR, Employment Law, and Health & Safety solutions to businesses predominantly in the SME sector.
- * Schedule sales opportunities with business owners/Directors to promote Croner services.
- * Work with your Business Development Manager to generate a plan to maximise sales opportunities.
- * Self-generate new leads, appointments, and referrals through day-to-day new business activity.
- * Accurately build, manage, and maintain your sales pipeline.

This is a great role for someone who has genuine passion for sales and want to build a long-term career in the industry as there are numerous growth opportunities. To succeed in this role:

- * You will be driven by your ambitions and own targets.
- * Resilient, confident, and tenacious with an engaging personality.
- * You will have the ability to speak to a varied range of people and decision-makers at different levels of the business.
- * You will be driven by great earning potential and career progression.

Alongside the opportunity to greatly enhance your earning potential, other benefits include:

- * 25 days holiday plus 8 bank holidays + your birthday off
- * Daily, weekly, and monthly incentives
- * Profit share scheme.
- * Perk box discounts.
- * Access to Employee Assistance Programme.
- * Incentive trips abroad, previous locations being Monaco, Miami, Marbella etc.

Ideally based in Glasgow or surrounding areas.

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