

Business Sales Executive

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Company: Sales

Location: United Kingdom

Category: other-general

Job Start Date: 22/04/2024

Business Sales Consultant – Glasgow Full Time

NEW SALES OPPORTUNITY FOR MONEY-MOTIVATED AND TARGET-DRIVEN CANDIDATES!

SALARY: £23k Basic DOE + Guaranteed £250 for 3months+ UNCAPPED Commissions and Quarterly Bonuses.

Ignite your sales career! –

Ready to break free from the ordinary and supercharge your success?

We're seeking energetic sales executives – you will have a passion for turning challenges into triumphs, creating long lasting client relationships, and hitting those sales targets that others think are impossible – this is your moment! – Apply now.

This is an exciting opportunity to join a vibrant company and embark on a journey of limitless possibilities! My client has been providing their services for over 80 years with incredible growth plans for the next 5 years.

To help you succeed, they will put you through a paid 4-week induction and training programme run by the super coach and managers to ensure your success.

On average, consultants earn between £38-45k per annum in their first year (and that is only an average!) and Your earning potential is UNCAPPED, so there is no limit to how much money you can earn! Top earners are earning around the £60k+ mark.

This is a great role for someone who is looking to build a career and progress in sales as there are opportunities for not only fantastic earning potentials but also progression into

Team Leader, Floor Manager and Sales Manager roles as you grow, which their 'Career Pathway' plan will help you achieve.

Day-to-Day Responsibilities

- * Promote our Employment Law and Health & Safety outsourcing solutions to SME businesses.
- * Schedule sales opportunities with business owners/Directors to promote Croner services.
- * Work with your Business Development Manager to generate a quarterly seminar plan to maximise sales opportunities.
- * Self-generate new leads, appointments, and referrals through day-to-day new business activity.
- * Achieve quarterly sales targets.
- * Accurately build, manage, and maintain your sales pipeline.
- * Thrive to work in a fast-paced, target-focused high energy and high-reward culture.

What's in it for you?

- * As a Business Sales Executive, in your first year you will earn a basic salary of up to £23,000 and our top achievers are earning between £50,000 – £60,000 in remuneration.
- * 25 days holiday plus bank holidays.
- * Monday – Friday, 8.45 – 5.00
- * Plus, other great benefits include international sales conference.
- * Daily, weekly, and monthly incentives
- * Profit share scheme
- * Day off on your birthday
- * Perk box discounts
- * Access to Employee Assistance Programme.

About you

- * You will have the ability to work successfully in a target-based environment.
- * 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.
- * You will be able to show initiative, be a self-starter, eager to learn from our super coaching programme.
- * Willingness to learn and grow.

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