

Commercial Sales Executive

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Company: Thomson Recruitment Independent Partnerships

Location: Liverpool

Category: sales-and-related

Commercial Sales Executive

Liverpool (L33)

Basic £25,000, OTE £35-£40k

An exciting opportunity has arisen for an experienced Commercial Sales Executive for an expanding UK based beds and bedroom furniture manufacturer and retailer.

This role would suit someone who wants to be part of a passionate team working for a long-standing, family run (multi-million pound) business that is currently going through a fantastic period of growth.

The position itself will see you develop strategies across the trade side of the business - working in particular with Interior Designers, Design Brands, hotels, student accommodations etc - with a view to increasing commercial activities throughout the company and across various channels. The role will require excellent communication and interpersonal skills, and the successful candidate will be able to demonstrate ability and experience in handling and negotiating commercial contracts at a senior level.

Roles and Responsibilities:

- To deliver outstanding service communicating in a clear manner.
- To be proactive in contacting prospective clients via the telephone, email and other marketing activity.
- To be a good ambassador of the brand and to be personable with prospective clients.
- Proactively market our database via email and using software to generate commercial enquiries.
- To be well organised using online diary and methodical in daily work and creating appointments for colleagues.
- Inputting of commercial orders onto our Sales processing software
- Develop a good level of product knowledge of the commercial product catalogue

About the Candidate:

- Excellent Customer Service and telephone manner.
- Good I.T. skills and numeracy skills.
- Ability to work independently, and contribute to the Commercial Sales team
- Flexible self-starter with ability to prioritise
- Have a minimum of 2 years B2B sales experience with a proven track record of achieving incremental sales
- Commercial sales experience in the furniture industry is preferred.

You will have a keen desire to win business and build the companies order books with competitive but profitable rates. In return our client offers a positive working culture of like-minded people which has built a happy working environment, alongside working on interesting and exciting projects with a competitive uncapped package to match.

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Cross References and Citations:

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3. [Commercial Sales Executive CraftsjobsJobs LiverpoolCraftsjobs ↗](#)
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