

Commercial Sales Executive

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Company: Major Recruitment

Location: North Yorkshire

Category: other-general

Commercial Executive Hybrid- West Yorkshire – 3 days per week in office Major Talent are partnered with a global leading beverage, extracts and ingredients company that have offices across the Europe, Asia and North America and sell in to brands, retailers and foodservices worldwide We are looking to speak with candidates that have sales experience with flavours, ingredients or beverages. What is important is your passion and hunger for a rewarding career in sales. As a Commercial Executive will be responsible for supporting distributors in Europe and will be the key contact, actively seeking out new opportunities for the business as well as providing support to the European sales team Responsibilities of a Commercial Executive Manage leads through CRM. This includes qualifying leads, identifying customer needs and fit with business, and managing the process through to an opportunity/new account. Manage incoming customer enquiries and have the ability to decide who these should be managed by i.e. via a distributor, the commercial manager or another region Management of any wholesale/distributor and other designated customers within the agreed region Deliver growth objectives for these accounts as agreed with Commercial Manager Manage the S&OP process for the agreed customer base ensuring that all updates are completed within the agreed Supply Chain timelines Manage new customer onboarding and setup Management of CRM data, ensuring information is correctly inputted and up-to-date Generation of regular and ad hoc sales reports Monitoring and tracking Distributor Account Plans and KPI's, eventually taking the lead on developing these plans Skills Required to be a Commercial Executive Experience working with customers in a sales environment Excellent interpersonal skills, with the ability to interact and coordinate activities

with internal colleagues and the customerExperience working with flavours, ingredients or beveragesThe ability to prioritise tasks effectively and manage pressure to meet deadlinesPrevious sales AND/OR business development experienceExperience with flavours, ingredients or beveragesWhat's in it for you?Salary up to £40,000 DOEBonusPrivate MedicalLife Assurance

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