

Field Sales Executive - Enfield

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Company: Just Eat Takeaway.com

Location: United Kingdom

Category: other-general

Ready for a Challenge

About this role:

Are you ready to contribute to the expansion and diversity of a global online food delivery marketplace? At Just Eat Takeaway, we're committed to growth, and to achieve our goals, we're seeking loyal Field Sales Executives to diversify our network of restaurants, ensuring our customers have access to a wide range of exceptional dining options.

In this pivotal role, you'll establish meaningful relationships with new restaurant partners, bringing them on board to the Just Eat Takeaway platform. Your responsibilities will include utilising data and insights to identify new acquiring opportunities and address cuisine gaps.

Additionally, you'll prepare and present sales reports, monitor competitor activity, and enthusiastically meet your monthly goals.

Location: North London (Enfield)

The role is field-based & home-based.

These are some of the key ingredients to the role:

Attract new restaurants to the Just Eat Takeaway family through effective prospecting and pitching

Take ownership of signing up restaurants and negotiating mutually beneficial commercial terms

Provide ongoing support to ensure the success of our partner restaurants

Contribute to key business initiatives to drive order growth and expand dining opportunities for our customers

Secure partnerships with the best local independent restaurants and strategic accounts in your area

What will you bring to the table?

Full clean valid manual UK driving licence

Exceptional people and communication skills: ability to ask pertinent questions, listen actively, and influence effectively

Resilience: adept at managing stress and remaining composed under pressure

Positive attitude and timeliness: deeply caring about your role and contributing positively to the team

Problem-solving ability: adept at finding solutions and navigating challenges

Quick learner with product and service knowledge

Basic computer literacy

Fluency in English, encompassing strong verbal and written communication skills

At JET, this is on the menu:

Our teams forge connections internally and work with some of the best-known brands on the planet, giving us truly international impact in a dynamic environment.

Fun, fast-paced and supportive, the JET culture is about movement, growth and about celebrating every aspect of our JETers. Thanks to them we stay one step ahead of the competition.

Inclusion, Diversity & Belonging

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