

Field Sales

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Company: Mana Resourcing Ltd

Location: Ipswich

Category: sales-and-related

JOB TITLE: Field Sales

LOCATION: Ipswich

SALARY: Guarantee earnings of £60K for First Year

Realistic Year Two earnings of £100K (uncapped)

The COMPANY

Our client is a very well-established nationwide provider of business-critical services to thousands of SME organisations all over the UK for over 75 years. Our client is one of the UK's leading businesses in their field with 130,000 clients worldwide, and have one of the best trained and rewarded staff in the industry. They are currently looking for an experienced Field Sales Executive.

The ROLE

The successful Field Sales Executive will be required to do the following:

- * Take a consultative approach to sales, providing each Client with a solution that matches their specific requirements.
- * Attend sales appointments made for you by your telemarketing partner.
- * Self-generate new leads from a combination of networking, referrals and cold calling.
- * Thrive on working in a fast paced, target focused high energy and high reward culture.
- * You will receive world class training with a four-week induction programme.

CANDIDATE

Our client is looking for a strong Field Sales Consultant with the following experience and attributes:

- * B2B field sales experience.
- * Understand a consultative sales process.
- * Ambitious and entrepreneurial.
- * Experience of self-generating your own leads.
- * Used to selling to SME's.
- * A good closer.
- * Excellent communication skills and highly organised.
- * A full driving licence.

This role is commutable from:

Colchester

Ipswich

Braintree

Bury St Edmunds

ALTERNATIVE JOB TITLES: Business Development Manager, Sales Executive, Field Sales Account Manager, Field Sales Consultant, Field Sales Executive, Sales, Field Sales Manager, Field Sales Rep, Field Sales Executive, Technical Sales, Area Sales, Area Manager, Senior Sales Executive, Senior Sales Consultant, B2B Sales, Business to Business Sales.

INCAL1

Mana Resourcing is a specialist recruitment company working within the Engineering, Sales, IT and Commercial sectors. We are established to service and support the recruitment requirements of modern businesses and candidates alike. This particular role includes people with experience in Business Development Manager, Sales Executive, Field Sales Account Manager, Field Sales Consultant, Field Sales Executive, Sales, Field Sales Manager, Field Sales Rep, Field Sales Executive, Technical Sales, Area Sales, Area Manager, Senior

Sales Executive, Senior Sales Consultant, B2B Sales, Business to Business Sales.

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