

## Field Sales Professional

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Company: Calor Gas

Location: United Kingdom

Category: other-general

### **Field Sales Professional – Homebased Covering Kent and East Sussex**

**£28,000 - £34,000 With Excellent Benefits**

Keeping our Customers Safe, Warm, Working and Informed is what we strive for at Calor.

The Sales team at Calor Gas are looking to recruit an engaging and proactive Field Sales Representative

You will be responsible for nurturing sales leads mainly for Commercial and some Domestic potential customers to contract sign, ensuring the customers needs are understood, the Calor value proposition is professionally and appropriately presented, objections are overcome, and the sale is closed.

You will also be responsible for proactively retaining existing Calor customers and managing the customer pricing and experience, as well as developing your own leads through the development of a third-party network of influences.

#### **Key responsibilities will include:**

Increasing customer creation through the conversion of new business along the sales journey through selling in the field to achieve new contract wins

Increasing retention of existing customers with targeted and attractive propositions to renew their contract with Calor whilst managing revenues and margin

Clearly identifying and quantifying customer needs through a strong understanding of Calor products and services including technical knowledge of solutions

Ensuring the relevant value proposition is clearly communicated and understood by the

customer and that pricing structures and deal options are presented in the appropriate manner

Ensuring industry LPG siting requirements are met and limit failed and aborted installations

Promoting a strong customer focus ensuring feedback from customers is reviewed and acted upon

Building a network of specifiers and installer groups to generate third party referrals to Calor

Taking personal accountability for personal and customer safety by applying Calor's life saving rules

Planning and prioritising workload to manage time and meet customer expectations with a high standard of administration

**As such we would like you to have/be:**

Demonstrate proven experience of working in a professional field sales environment

Be able to draw on experience of selling technical solutions based on customer requirements

Have experience of working with Salesforce or similar CRM

Be results driven with a strong track record of achieving targets over a sustained period in B2C and/or B2B

Have the ability to create sustainable relationships with key stakeholders and influencers within the market

Possess excellent communication and presentation skills, verbal and written across a variety of stakeholders and levels

Have the ability to build professional relationships with a wide variety of people

Demonstrate strong negotiation skills with the ability to understand the impact of pricing on customer profitability

Have strong commercial acumen with the ability to understand financial models and contributing factors to customer life time value

Be self-motivated and demonstrate a proactive approach in finding ways to improve the customer experience and sales journey

Be proficient in using Microsoft office suite

**In return, we offer:**

25 days annual leave plus Bank Holidays

Holiday Purchase Scheme

Private medical insurance (single cover)

Company pension scheme (Salary sacrifice - single matched contributions to for first 2 years, up to after 2 years)

Discounts/Cashback/Offer from major retailers

To be considered for the above opportunity you must be eligible to live and work in the UK and hold a full driving licence that is valid for you to drive in the UK. You must also be medically fit to drive.

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