

Inside Sales Executive

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Company: UPS

Location: United Kingdom

Category: other-general

Job Description

FUTURE YOU grasps every opportunity.

Inside Sales Executive - UPS Capital®

Location: UK - London

Job Summary

As an Inside Sales Account Executive, you'll help us maximise revenue by developing business relationships and spotting growth opportunities. With our comprehensive training and supportive culture, you'll be supported to strive for excellence in this full-time, permanent position. If you're passionate about offering incredible customer service and want to join a company that encourages career progression, this could be the role for you!

This position introduces customer acquisition and relationship management skills and prepares the candidate to support customer onboarding and lifecycle management through development of business, supply chain risk, and financial acumen. It builds outreach and prospect management plans leveraging technology to support the sales pipeline for an assigned geographic territory and ensures that all customer inquiries and qualified leads are followed up with accurately and in a timely manner. This role maintains high call quality scores to achieve individual opportunity identification to then pass on to the field sales colleagues.

Your Benefits

A competitive annual base salary of £27K, with £8K incentive (depending on qualification and

experience)

Attractive sales incentive plan based on performance

A company pension scheme, paid maternity leave, holiday pay, discounts at major retailers (including Apple and cinemas) and attractions (including Alton Towers and The London Eye) and many more benefits

Industry-leading sales training

Opportunities to progress with our 'promotion from within' policy

Hybrid work opportunities — work in the closest office two days per week and from home for three days per week, with all necessary equipment provided for you

Your Tasks

Conducts outbound prospect touch points daily

Maintains knowledge of UPSC (UPS Capital) products and services to develop appropriate and compelling value proposals to potential customers

Maintains awareness of competitive environment and competitor's offerings

Identifies sales opportunities and qualifies leads

Supports growth of new products, tools, and customer groups

Acts as lead new business development resource in an assigned geographic territory

Maintains detailed notes on customer interactions

Provides updates and feedback to internal partners

Your Skills

B2B Sales Experience

Working knowledge of Microsoft Office 365 suite

Previous experience in a relevant field

Bachelor's degree or international equivalent preferable

Real flair for gathering business information

How we recruit:

UPS is committed to a policy of treating individuals fairly and recruiting, selecting, training, promoting and compensating based on merit, experience and other work-related criteria. We do not discriminate against any applicant based on age, race, religion, sex, disability, sexual orientation or gender identity.

A bit about a big business

Founded in 1907 as a messenger company in the United States, UPS has grown into a multi-billion-dollar corporation by clearly focusing on the goal of enabling commerce around the globe. Today, UPS is a global company with one of the most recognised and admired brands in the world. We have become the world's largest package delivery company and a leading global provider of specialised transportation and logistics services. Every day, we manage the flow of goods, funds, and information in more than 200 countries and territories worldwide.

Employee Type:

Permanent

UPS is committed to providing a workplace free of discrimination, harassment, and retaliation.

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