

## Internal Sales Executive

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Company: GCS Associates

Location: Dagenham

Category: construction-and-extraction

Role: Internal Sales Executive

Location: Dagenham Area

Sector: Timber / Building Materials / Construction Supplies / Builders Merchants

Package: £35,000 - £45,000 + Bonus Mon - Fri Only!

With a network of branches our client supplies a range of timber and building products to the construction sector.

This successful branch is looking to recruit an enthusiastic and experienced Internal Sales Executive to join their busy sales office.

This is a very important role for our client. We don't want an order processor!! We need a proactive, hungry sales professional ideally from the timber supplies or building supplies / builders merchants sector who will go above and beyond.

You will interact with customers over the phone, by email and face to face. Asking questions, finding about the projects the clients are working on, taking quotation enquiries, developing rapport with these people and upselling where possible. You will need to be able to

think on your feet and ideally demonstrate sound timber knowledge when called upon.

The other part of the role is working on the quotations, generating the quotes and following these up, turning them into orders. We are looking for a confident individual with high levels of customer service. This role requires someone who is proactive and will pick up the phone and talk to customers! Confidence and attention to detail is key.

The company deals with many large House Builders and Developers. It's fair to say this will be the focus of the role but the job is varied and they deal with smaller firms like joinery companies too and they also target niches sectors, like garden buildings manufacturers as well. This a very well-respected and highly successful business.

You must have experience of selling timber within the builders merchants world for this role. The sales skills you have must be proven too, so it's basically a combination that's required including timber knowledge and relevant sales skills

Excellent package within a fantastic company offering excellent career prospects. Salary is entirely negotiable on experience.

Key Attributes:

Previous experience within an Internal Sales role within the construction supplies / building materials sector e.g. builders merchants, timber merchants or distributor

Customer focused

Good communication and negotiation

Results driven

Team player

Detail conscious

Personable

Business focused

Customer service experience

Numerate

Literate

IT proficient (MS office)

Strong sales experience Do you have experience within a builders merchants? timber merchants? Do you have sales experience with building materials? Then please apply!!

Package:

Starting basic of £35,000 - £45,000 dependent upon experience

Fantastic company bonus scheme For further information on this Internal Sales role please apply online...

Industry Sector: Landscaping Materials, Timber Merchants, Timber Supplies, Timber Supplier, Building Merchants, Building Supplies, Construction sector. Recruiting Internal Sales, Trade Counter, Sales Negotiators, Sales Executives, Sales Representatives, Assistant Managers, Timber Specialists.

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