

New Business Sales Executive

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Company: Rowley Heron Associates

Location: Manchester

Category: sales-and-related

New Business Sales Executive (B2B)

* Potential Commission Guarantee

* Double Base OTE

* 25K Base OTE £50K+ Top Earners 70K+

* Location: Manchester

* Hours of Work: 08:45 – 5.00pm, Monday to Friday

* No Weekends / Evenings

* No Self Source of Leads

Working within a market leading business with extensive product training, support, mentoring and development. A true career progression path to give you opportunity throughout your journey.

The Inside Track...

- * Outbound prospecting (Circa 120 Dials per day) to hold solution based sales conversations
- * Managing your new business pipeline
- * Solution selling techniques looking to discover pain-points within the customer universe
- * Time-Served market leading solution
- * Career growth and progression routes as champions of internal advancement
- * Representing a £multi-million international organisation, focused on commercial partnerships throughout the UK
- * Successfully qualifying and confirming field based appointments
- * Commission achieved through a number of channels within the sales function
- * Longer term relationship build and focus against follow-up
- * Smart and Premium environment
- * Goal-Orientated/Resilient mindset and operating focus

If you feel the above holds value for you, please reach out for a confidential discussion

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