

## Print Solutions Team - Account Executive

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Company: Zetes UK

Location: United Kingdom

Category: other-general

**Competitive base dependant on experience, plus commission and standard benefits**

### Job Specification

#### Main Purpose of the job:

Zetes is looking for a dynamic individual based from our office near Maidenhead and reporting to the Head of Print and Media, as part of the print solutions team. Your goal will be to build a constant pipeline of potential suitable clients, sourcing contacts through internal and external databases (LinkedIn) and contacting those contacts to generate new business opportunities. We'll train you thoroughly to explain our products/services and to answer prospects' questions. A background in print solutions such as labels, consumables, printers would be beneficial but not a requirement.

#### Key responsibilities of the Print Solutions Account Executive will include:

Proactive account management of current print solutions customers, aiming to up-sell and cross-sell other Zetes products and services

Liaising with both internal and external stakeholders (such as manufacturers) regarding products, pricing, etc

Sourcing contacts and updating the internal CRM system

Calls with the aim of identifying key contacts and making an introduction into a target set of accounts, generating leads and opportunities

Generating awareness and ascertaining level of interest through presenting the Zetes print

solutions proposition

Fall back option of sending information via email and agreeing better time to follow-up

Good notes and consistency in follow-up so that a positive conclusion is reached

Following up E-shot campaigns and confirming event attendees

Performance measured within a target based environment

Attending meetings alongside the sales team to improve knowledge of Zetes products and solutions

**Person Specification:**

Extremely self-motivated and target driven

Excellent communication skills and telephone manner with a professional tone

Computer literate and competent with LinkedIn and CRM databases

Excellent time management skills and well organised

**Desirable:**

Previous telemarketing or sales experience would be a big bonus, however not essential

Knowledge of printers, consumables or software

Working knowledge of SalesForce CRM system

Demonstrable experience developing relationships and leads with senior contacts

Previous experience in cold-calling and generating new leads

**Benefits**

'Your Flexibility' - we give our staff the ability to work in a hybrid approach, be that from home, in our network UK office, mixing the best of both.

25 days holiday per year (excluding bank holidays)

Access to Exclusive Staff Discounts & Offers from Panasonic

Commission-based structure as part of the Print Solutions Team

Private Medical Insurance

Company pension scheme

Benefits including free on-site gym, on-site cafeteria, showers and rural setting with free car parking, free shuttle bus from rail station

Occasional overseas travel to visit European offices and attend group team meetings

### **About Zetes:**

Zetes is a leading Supply Chain Technology business with an extensive solution portfolio addressing every facet of Supply Chain process execution and visibility. No other company brings together hardware and software in the Supply Chain space like Zetes. An international organisation and part of the Panasonic Corporation since 2017, Zetes is also the largest Supplier of data capture solutions across EMEA for leading brands such as Zebra, Honeywell & Datalogic.

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