

# United Kingdom Jobs Expertini®

## Sales Executive

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Company: Rise Executive Search & Recruitment Ltd

Location: Bletchley

Category: sales-and-related

Sales Executive East of England. Available at either Full Time or Term Time. Basic circa £35,000 p.a. (pro rata for Term Time) plus Bonus, Typical VW Golf Hybrid Tax Efficient Company Car, Business Miles Paid, Pension, Expenses, Smart Phone, Lap Top etc

We have a fantastic opportunity for an experienced field sales person looking for either full time working – OR School term time working. My Client, a leading player in their field and still expanding, requires an enthusiastic sales person, with face to face sales experience, to continue the growth of sales to both existing and new clients in and around the Northern Home Counties and East Anglia, including Oxfordshire Hertfordshire, Buckinghamshire, Bedfordshire, Cambridgeshire, Suffolk and Norfolk. You could be living anywhere in these areas with good access to major road networks, central would be ideal, for example, Cambridge, Bedford, Luton, Milton Keynes. You will manage an already successful territory and take over all existing accounts, whilst continuing their development and adding new customers. You will plan your own diary, to visit the customers, whilst being assisted by marketing activities and leads, and be fully supported in your efforts by technical support back up and joint visits with colleagues. This is a Field based sales role with 4 days per week travelling to visit customers and working from a home office approx 1 day per week.

The current customer base is well established and your role will be to visit customers at their premises, building on existing relationships and developing new relationships in order to secure existing business, identify new sales opportunities for account penetration and

promote our clients products. This is a repeat business, B2B environment, where the relationship and customer service is paramount. The range of products is vast and second to none with most of the major leading brands in their sector available and the strength of being the leading distributor in the UK in certain product areas.

If Term Time the role will be full time during the school term with holidays based around those of the school year although a portion of these holidays can be paid holidays taken as agreed at other times.

You will be provided with initial and on-going product training and full support to assist you in your success. Technical support will always be available to assist you and your customers when required.

The person

Whilst no direct product experience is necessary you will have a background in external Sales and will show an ability to learn quickly and think on your feet. You must be bright and cheerful and have a very outgoing personality. You will be very self motivated and have a strong desire to succeed, be able to quickly form relationships with customers, a good communicator, team player yet driven enough to operate independently.

Post codes used are for advertising purposes.

To register your interest contact us with an up to date CV and we will be pleased to call you for a confidential discussion. To view this and more of our roles click on the link or our logo on this site or visit our website directly.

We work across a range of business to business/B2B market sectors including Electrical, Control & Automation, Electronic, Renewable Energy, Pneumatics, Hydraulics, Fluid Power, Instrumentation, Engineering services companies, Industrial Consumables, Industrial Components, Capital Equipment, Material Handling, Scientific Equipment, Petrochemical and Utilities.

Rise Executive Search & Recruitment Ltd are currently working on a wide range of business to business/B2B sales positions, account management, business development and sales management roles including: Sales Manager, UK Sales Manager, National Sales Manager, Country Manager, Regional Sales Manager, Area Sales Manager, Sales Executive, Senior Sales Executive, National Account Manager, Business Development Manager, Key Account Manager, Account Executive, National Account Executive, Sales Specialist, Global Account Manager, Sales Representative, Territory Sales, Field Sales, Client Relationship Manager, Sales Engineer, Sales Consultant, Technical Sales, Senior Sales Engineer, Export Sales, International Sales, European Sales, Branch Manager, Sales Director, Trainee Sales, Graduate Sales, Telesales, Internal Sales, Office Sales

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