

# United Kingdom Jobs Expertini®

## Sales Executive

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Company: Unite People

Location: Harpur Hill

Category: construction-and-extraction

### Job Overview:

Our client is seeking a highly motivated, dynamic and results-driven Sales Executive to join our team. As a Sales Executive, you will be responsible for generating new leads, building relationships with potential clients, and closing sales deals. This is a great opportunity to work in a fast-paced environment and contribute to the growth of our company.

### Responsibilities:

- Identify and target potential clients through various channels such as cold calling, networking, internet research and referrals
- Conduct sales presentations and product demonstrations to showcase the value of our Modular building products and offerings
- Build and maintain strong relationships with clients to ensure customer satisfaction, loyalty and longevity.
- Negotiate contracts and close sales deals to meet or exceed sales targets
- Collaborate with the sales team to develop effective sales strategies and achieve collective goals
- Stay up-to-date with industry trends, market conditions, and competitor activities
- Provide regular reports on sales activities, pipeline status, and revenue forecasts

### Skills:

- Proven experience in business to business sales (B2B)
- Familiarity with CRM systems and logging of sales activity and pipelines
- Excellent communication and interpersonal skills
- Strong negotiation and closing skills
- Ability to work independently as well as part of a team
- Experience in telemarketing is a plus

You will be.

- Dynamic and sales focused
- Self Motivated with the drive to deliver results.
- Personable
- Confident, Resilient and organised

We offer competitive compensation packages including base salary plus commission. Join our dynamic team and take your sales career to the next level!

Note: All positions at our company are paid positions.

Job Types: Full-time, Part-time

Salary: £25,000.00-£30,000.00 per year

Expected hours: 40 per week

Benefits:

\* Company pension

\* Cycle to work scheme

\* Free parking

\* On-site parking

Schedule:

\* Day shift

\* Monday to Friday

\* No weekends

Supplemental pay types:

\* Bonus scheme

\* Commission pay

\* Performance bonus

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