

Sales Manager

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Company: Impression Recruitment

Location: United Kingdom

Category: other-general

Impression Recruitment are delighted to be representing our client who are seeking a **Sales Manager** to join their passionate and dedicated team based in Wetherby. If you would like to work for a innovative business who supply a handmade to order product to clients across the UK and also internationally, featuring clients in locations such as Dubai and Ibiza, then look no further. You will have the exciting opportunity to take the reigns of the day-to-day operations and running of the business, with lots of scope to continue the growth of the business whilst providing the highest level of customer service and satisfaction.

Your duties as Sales Manager:

Taking control of a varied management position, including sales, customer service, logistics, purchasing, marketing and promotions.

Developing new business by generating new leads, making outbound calls and conducting face to face meetings and/or showroom visits.

Confidently communicating with customers via phone, email, and live chat, to provide quotes and seizing the opportunity to maximise sales.

Effective account management through a personable and friendly attitude with strong communication skills, ensuring that long term relationships are developed.

Managing and improving the CRM, building a quality customer database to ensure

outstanding service is delivered.

Identifying areas for improvement and drive improvement initiatives.

Managing and resolving complex customer requests, complaints or escalations, and ensuring corrective action is identified and embedded within processes.

Regularly collaborating with other teams to problem solve and gain insight to maintain excellent customer order experience.

Holding weekly sales meetings to monitor KPIs.

Skills / qualities required in order to be successful:

Passion for sales with an aim to achieve and exceed weekly and monthly sales targets.

Proven and demonstrable experience of working in a fast-paced customer service and sales management environment role.

Experience of managing and leading a team to achieve results.

Strong communication skills with a confident telephone manner and the ability to build rapport with customers.

Able to demonstrate good listening, negotiation and organisational skills.

Excellent administration skills with the ability to use Microsoft Office programmes.

In return as **Sales Manager** you will receive a basic salary **£30,000** per annum, with a discretionary 20% bonus paid monthly based on performance. Alongside this you will get the opportunity to work in a great environment with great people, with the exciting prospect of driving further growth for a brand who have very big plans for the future! This role will be snapped up quickly, **APPLY NOW!**

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