

Internal Sales Executive

Hours of Work: Monday – Friday 9am to 5pm (1/2 hour lunch)
Holidays: 20 days plus bank holidays

Knowledge and experience:

- Achieving new business
- Sales techniques
- Product knowledge*
- B2B sales experience
- Microsoft office
- Margin calculations
- Price pro-rata calculations*
- An understanding of supply chain from manufacturer to end user*
- Full clean driving license desirable

*additional training available

Main Tasks and Responsibilities:

- Negotiating the terms of an agreement and closing sales
- Generate sales leads
- Build sales pipeline in line with sales strategy promoting Quality Films
- Gain a clear understanding of customers' businesses and identify requirements
- Achieve revenue/margin targets agreed with the Sales Manager in line with budget requirements
- Provide accurate revenue forecasts to Sales Manager on a weekly basis
- Ongoing account management. Maintain and develop relationships with existing customers
- Deal with complaints / returns / feedback
- Communicate raw material movements, generate new price lists
- Provide excellent customer service at all times

Other Tasks and Responsibilities:

- Supporting External Sales Manager
- Ongoing training to progress to external sales representative