



**26/07/2017**

## **Sales Executive – East Coast Region**

Production Equipment Europe is a leading industrial distributor, supplying over 35,000 products to customers nationwide. We are currently recruiting for a Sales Executive for the East Coast region. This is an exciting opportunity for a strong team player to join a dynamic and fast paced team.

### **Responsibilities**

- Develop business relationships with new and existing customers
- Delivering projects from conception through to implementation, project varying in size and monetary value
- Deliver first class customer service at all times
- Increase business by maximising sales to each customer
- Inform customers on the technical benefits of our products
- “Get the sale” using various customer sales methods (door-to-door, cold calling, presentations etc)
- Forecast sales, develop “out of the box” sales strategies/models and evaluate their effectiveness
- Meet personal and team sales targets
- Research accounts and generate or follow through sales leads
- Attend meetings, sales events and training to keep abreast of the latest developments
- Report and provide feedback to management using financial statistical data
- Maintain and expand client database within your assigned territory
- All other duties as assigned

### **Skills & Experience**

- A minimum of 3 years experience in a similar position
- 3<sup>rd</sup> level qualification BA/BS degree or equivalent is an advantage
- Proven sales experience
- Track record of over-achieving quota
- Experience working with CRM packages
- Familiarity with different sales techniques and pipeline management
- Strong communication, negotiation and interpersonal skills
- Self motivated and driven
- The ability to multitask and to ensure project are carried out to a high standard
- Identify customer needs and maximise sales opportunities
- Confidence to discuss the benefits and features of our products
- Good communication, organisational and administration skills
- Flexible and Pro-active attitude
- Ability to embrace new ideas / initiatives when they arise