

Job Description

Position – UK Sales Executive

Reporting to – UK End User Sales Manager

Outline of Job requirements

The UK Sales executive will work as part of the sales department handling new and existing accounts. Contacting potential customers to generate new business. Meeting targets and deadlines. Liaising between the company and customers. Ensure that sales margins are adhered to.

Duties to include but not limited to;

- Handling existing and new customer accounts.
- Promote business to build customer portfolio.
- The generation of new business within your area and within the sectors and on the terms specified by the UK End User Sales Manager
- Managing accounts of existing customers.
- Key Member to the UK Sales Team
- To assist in developing the sales and marketing strategy
- Raise the industry profile of the company to current and prospective customers.
- Win business at or above the companies minimum approved margins (unless by prior agreement).
- Introduce new business from prospective accounts and to regenerate business from dormant accounts.
- Investigate and progress new markets and opportunities.
- Attend exhibitions and visit specific customers as required.
- Achieve budgeted monthly sales targets.
- To work closely with the International Sales Manager to help form a successful Sales Team.

Essential Requirements

- Excellent Communication skills
- Drive and determination
- Good negotiation and interpersonal skills
- Experience in Word and Excel
- Well Presented
- Good general knowledge of computer skills
- Good level of education
- Ability to work under pressure and meet deadlines
- Experience with fastener industry is desirable but not essential
- Minimum 1 years' experience working in a similar position or environment.
- Good knowledge of manufacturing processes

Hours of Work,

45 hours per week, and additional overtime when required.