

Internal Sales Executive

Job Title: Internal Sales Executive

Location: Birmingham

Salary: Up to £19,000 basic + bonus

Role Description:

Working with one of the leading and most progressive industrial distributors of power tools, fixings and general industrial consumables, who's growth has been vertical over the past 4 years. We are now looking for someone who can match our ambition and drive to help take our business to the next level.

You must be focussed, target driven, analytical, have a good understanding of IT and be computer literate with good Excel and Word skills. Knowledge of Sage accounting software would be beneficial, but not essential.

Must be able to develop and manage existing customer relationships whilst exploring new opportunities with the potential customer base.

Generation of prospects to increase business in all areas of the business to provide a new business return year on year.

Excellent, confident telephone manner. We have in excess of 60 calls per day.

Analyse and review sales figures and act accordingly to variance in product and customer performance in any sector of the business.

Review and develop our marketing plan with implementation of key areas through our online CMS website



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About You:

Candidates need to be experienced in internal sales, commercially aware and coordinated in their work approach.

You will be a confident individual with the ability to work on your own initiative along with being a team player prepared to go that little bit extra to get the job done. Motivated and driven to succeed, we work in a highly competitive area where being able to build relationships with customers is key.

You will have previous experience with eCommerce CMS online systems with management of an online ordering system.

If you're looking to build on existing internal sales experience, work in a busy internal sales environment that is the hub to our business and are looking to develop your future, then please apply either in writing or by email with your CV. **NO AGENCIES.**