

Sales Executive - Job Description

PPSS Group of Companies are recruiting Sales Executive's for our growing brands.

We design and supply high performance body armour, and slash and cut resistant clothing.

Which is designed for several sectors, such as the security, and glass and metal industry.

The successful candidate will be an experienced salesperson who is looking to continue their career, taking ownership of our brands. As the first point of contact for the customer, you will be experienced with delivering excellent customer service and have a real focus on generating new business as well as building on existing key relationships.

To be considered for the role you must have at least 1 years B2B outbound / new business sales experience and a full valid driving licence.

Duties & Responsibilities Include:

Generation of new business using relevant regional databases
Upselling where possible and ensuring existing clients are aware of the full range of services on offer
Selling to key existing client base and building on relationships
Meeting monthly sales targets
Following up with clients who have received quotations to the point of sale
Keeping a thorough and detailed database of your sales pipeline
Promoting the full range of services at all times
Managing an Account portfolio of existing and development accounts
Managing your given geographical area ensuring to maximise sales opportunities
Working closely with other departments to manage clients' expectations

PPSS Group are keen to speak to applicants with the following:

Proven sales experience - minimum 1 year
Full driving licence
Experience working in a result driven environment
Excellent customer service
Ability to work in a fast-paced environment
Great attention to detail
Ability to build rapport and key relationships

Starting Salary: £28,287.00

Job Type: Permanent

Job Status: Full Time

