

Sales Executive

Job Summary

David Smith St Ives Limited is a family run business that has been established for over 50 years in St Ives, Cambridgeshire. We manufacture bespoke timber engineered products including Doorsets, Roof Trusses, Stairs and Engineered Joists, using the latest CNC machinery, supplying customers throughout the UK on construction projects both small and large.

Through planned expansion and our success in the commercial market we are currently looking for a bright and enthusiastic candidate to fill the position of Sales Executive within the Doorset Department. You will be primarily on the road, maintaining and cultivating relationships with existing clients and building business by identifying prospects.

Responsibilities and Duties

- Manage and cultivate established customer relationships and existing accounts.
- Build, develop and manage sales pipeline of opportunities.
- Develop new business opportunities.
- Achieve monthly, quarterly and annual sales goals.
- Communicate account plans and key customer issues to the Sales Operation's Manager.
- Identify opportunities for new business, follow up sales leads from estimating and co-ordinate all activities to maximise profits.
- Stay abreast of client's recent news and activities.
- Work with the estimating team when lead opportunities are identified in order to maximize business opportunity on the market.
- Build and maintain strong customer relationships.
- Deliver on promises ensuring that the relationship between employer and the customer is mutually beneficial.
- Establish solid working relationships with key players in target markets, aimed at developing and growing long term contract business and building company brand awareness.
- Analyse market trends and report competitive issues within the market.
- Report about what's happening with strategic accounts and the general climate of the market to the Sales Operation's Manager.
- Keep all customer data updated and accurate in the company CRM.
- Engage with customers to gain an understanding of any issues they are facing at all levels of the customer's organisation including strategic, departmental and individual needs, seeking to understand customer's perceptions of market trends and company direction.

Skills and Experience

- Have 2+ years sales experience (Ideally as B2B in construction)
- Proven track record of sales.

- Self-motivated, team player with a hunger for success.
- Successful experience of managing, developing and cultivating existing customer accounts.
- Experience of the full process from generating sales leads to closing sales.
- Excellent presentation and communication skills are essential.
- Ability to motivate, mentor and support team members.
- Consultative and ethical approach to sales.
- Strategic sales experience.
- Working within a target driven environment to meet set revenue-based targets on a monthly, quarterly and annual basis.
- Must have good organisational and time management skills.
- Must be able to work independently.
- Computer proficiency in Windows, Word, Excel, Power Point, Outlook & CRM systems.
- Methodical by nature and good with numbers, with an excellent work ethic and overall enthusiastic, positive attitude.
- Full UK Driving Licence

Job Type: Full-time

Salary: Competitive + bonus, vehicle, laptop & mobile.