

JOB DESCRIPTION

Sales Executive

The Company

A family business Established over 49 years ago we are a leading domestic landscape and nursery business based in the West Midlands. The companies continued ambitious growth plans have led to further expansion of our Wholesale Cash & Carry operations at our 6-acre Nursery site. The company also plans to expand further its production and trading activity into the landscape market.

We have an exciting opportunity for a self-motivated person with a can-do attitude to join our friendly, people focused team.

Purpose of the Role

To develop and grow sales into the domestic and commercial landscape market.

The role involves working closely with Procurement, despatch, and production to ensure that as a team we can deliver great service to our clients.

Who's this job for

Someone who is self-motivated, well organised, good with detail, an excellent communicator and great at building relationships.

This is a fantastic opportunity for someone who wishes to develop a great career in a modern creative company with great values.

Key responsibilities

- Adopting and growing existing accounts
- Generating new clients and promoting the business in the marketplace
- Work closely with marketing to ensure well targeted marketing spend
- Follow up on quotes and where possible convert to orders
- Ensuring sales orders are processed efficiently
- Work with the team to develop & improve sales processes and systems
- Achieve desired margins on own production and traded stock
- Helping to cover other salespeople as and when required
- Assist with promoting the company at trade stands and events
- Ensuring company Quality standards are adhered to
- Reporting on progress against targets and any issues arising and possible solutions.
- Work with other team members to ensure the smooth and efficient running of the company.

Details

Pension scheme with up to 3% contribution matching
23 Days holiday per annum plus Public holidays
Job Type: Full-Time based on a standard 40-hour week
Working hours 8am – 5pm Monday to Friday
Company vehicle or car allowance will be provided
Competitive salary available

Please email your CV to apply: terry@hr-saint.co.uk