

Technical Sales Executive

The Sanitaryware Company (SWC) is a fast growing supplier of high quality Sanitaryware products for the UK commercial construction sector. We are looking for a self-motivated, organised professional with strong sales and project management skills. In return we offer the chance to work for an exciting fast paced organisation that gives individuals the opportunity to grow with the business.

Company benefits:

- Competitive Salary
- Uncapped commission structure
- Rewards for high performance
- Generous pension scheme
- 25 days annual leave
- Extra day off for your birthday
- Christmas shutdown
- Free parking

Full-time role, office based, Kettering.

Key role:

Proactively generate your own new enquiries. Convert projects in your area into orders by effective and systematic project management. Be a subject matter expert in our industry and product range.

Your responsibilities will include:

- Negotiate and secure orders by following up all quotations in your area with key decision makers, such as building contractors, architects, quantity surveyors, local authorities and end users
- Effectively grow your sales area by proactively finding new opportunities that convert into enquiries
- Develop new and repeat business opportunities by efficient management of leads generated from various marketing activity
- Proactively schedule specification appointments with architects and local authorities to showcase our products ranges
- Manage projects timely ascertaining clear project requirements. This includes offering technical support throughout a project to best assist our customers in determining the right specifications and products to use on their projects
- Be the voice of our company, show a general interest in our products, act professionally at all times to our internal and external customer's

Key skills & attributes:

- Self-motivated and confident with selling over the phone
- Ability to build rapport quickly and establish trust with existing and new clients
- Ability to work in a structured way, independently, to achieve targets and deadlines
- Be a strong team player who enjoys a team environment
- Strong administrative, planning and organisational skills
- Working knowledge of MS Word, Excel and Outlook