

## Role: Sales Executive

Are you looking for a change of role?  
Are you looking for an employer who values you and offers career progression?

**The Global Recruitment Co. are actively recruiting for our valued partner**

Role: Sales Executive  
Hiring urgently: roles available now!  
Salary: Competitive – depending on experience  
Full Time: 40 hours per week  
Holidays: 31 days  
Location: Enfield

### Main Responsibilities:

- Provide customers with knowledgeable, friendly, and dependable service while maximising branch sales and gross profit.
- Work collaboratively as part of a team to not only meet but exceed customer expectations.
- Handle a high volume of inbound and outbound calls efficiently.
- Manage a portfolio of 20-40 client accounts, ensuring strong relationships and ongoing business growth.
- Proactively generate new business through self-sourced lead generation and targeted outreach.
- Process customer orders accurately and efficiently to maintain smooth operations.
- Support field sales representatives with account management and sales activities.
- Respond to incoming enquiries, delivering outstanding customer service at every touchpoint.
- Attend industry events and customer networking opportunities to strengthen supplier and client relationships.
- Work towards and achieve key performance indicators (KPIs) and sales targets.
- Attend external meetings with prospective customers, supported by a line manager, to present and pitch in person.
- Demonstrate excellent sales and customer service skills, both face-to-face and over the phone.

### Requirements

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- Essential merchant background with a strong understanding of merchant operations and industry practices.
- Proven sales experience with a track record of success in a sales-driven role.
- Exceptional communication skills, with the ability to engage effectively across all levels.
- Ability to handle high-volume calls while delivering exceptional customer service.
- Collaborative team player who works effectively across departments to achieve shared goals.
- Excellent organisational skills with the ability to manage multiple tasks efficiently.
- Innovative mindset, always looking for new and improved approaches.
- Self-motivated with a proactive approach, taking initiative and driving results.
- Committed to excellence, always striving to be the best.

#### **Knowledge, Expertise & Qualifications:**

##### **Essential:**

- Hands on experience or knowledge of materials for mechanical services, plumbing, heating & air movement.

##### **Desired:**

- Microsoft Windows & Office.
- Kerridge K8.
- CRM systems.

**Send your CV to [contact@theglobalrecruitmentco.com](mailto:contact@theglobalrecruitmentco.com) or call us on 01768 254 459 to discuss. The role is available for immediate interview and hire!**



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