



JOB DESCRIPTION

JOB TITLE	Sales/New Business Executive
LOCATION	Eastleigh, Hampshire
HOURS OF WORK	Monday – Friday 8.30am – 5.00pm
SALARY RANGE	Dependent upon experience

<p style="text-align: center;"><u>RESPONSIBILITIES</u></p> <p style="text-align: center;">Generating B2B business Sourcing leads & initiating contact with new customers Negotiating & closing deals Utilising all leads provided to you by the Company Sourcing new markets outside of the current remit Develop new & efficient ways to increase the quote volume The ability to up-sell and seek out new opportunities Utilising the internal CRM contacting new and existing clients Run a prompt and efficient diary system Make sure that all databases are maintained and kept up to date Communicate new and innovative ideas</p>
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<p style="text-align: center;">The ideal candidate will possess the following skills..</p> <p style="text-align: center;">Proven sales ability both via the telephone and face to face Have superb administration skills Knowledge of IT packages including, Microsoft office, email, Word, excel & ACT! Have experience and knowledge of events desirable but not necessary Have both traditional marketing skills as well as digital skills using social media & other channels. Be a superstar!</p>

<p style="text-align: center;">Additional information</p> <p style="text-align: center;">Permanent, full-time position Full training & support provided Unlimited progression & development opportunities Immediate start</p>
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<p style="text-align: center;">How to apply</p> <p style="text-align: center;">Please send letter of introduction together with current, up to date CV to nicky@eventinteriors.com</p>
