

## **Sales Account Executive**

### **Role Purpose**

Responsible for maintaining current relationships with customer, increasing customer sales orders and generating new business with VMAC (mobile air compressor) and CMK (compressor mount kits for mobile refrigeration) in the UK, Europe and USA. You will be directly responsible for the maintenance and expansion of our customer base. Have a comprehensive background knowledge of our products in order to offer excellent customer service. To be proactive within the team, being able to report potential new customers along with finding out information from customer about any potential vehicle changes that may occur. Following the sales process to ensure we collect the right information that will then help with our marketing department. Working with the Sales Manager to discuss quoting, any potential obstacles that may arise, plus day-to-day activity.

As a Sales Account Executive, you should showcase excellent communication and negotiation skills. You should also act proactively to address clients' needs and facilitate the sale process from beginning to the end. Ultimately, you should contribute to an increase in sales and maintain our company-client relationships at a high standard.

### **Responsibilities include but not limited**

- Ensure maximum customer satisfaction and experience
- Following sales process/inputting correct information into Sales Force
- Manage assigned key accounts
- Act as the point of contact for customers
- Answer inbound sales calls
- Prospecting, scheduling & conducting sales calls and meetings for new and existing customers
- Identify and prospect new customers via phone, email and social media
- Enhance our understanding of potential new customers and establish new relevant points of contact
- Resolve problems and handle complaints in a timely manner
- Identify new potential customers
- Stay up to date with new features and product launches
- Establish best practices
- Suggest innovative ideas to increase sales and improve customer experience
- Undertake the entire sales cycle
- Identify opportunities to up-sell and cross-sell
- Provide customer support
- Performance analysis of key accounts and creating reports to feedback to senior internal stakeholders
- Generating new sales while building sustainable relationships with existing customers
- Demonstrating products to prospective customers
- Attendance of trade shows
- Learn new product and services features and benefits

### **Skills**

- Experience in the Transport Refrigeration & Compressed Air Market specialising in portable/mobile compressors (Preferred but not essential)
- A friendly yet persistent individual with innovative ways to identify and reach out to potential customers
- The ability to sell and close deals
- The energy and enthusiasm to go out and develop new business, building relationships with companies and driving growth
- Willingness to use the telephone to make sales, and contact customers

- Previous experience of working with CRM systems
- Sense of ownership and pride in your performance and its impact on company's success
- Willing to learn and expand your current knowledge
- Good negotiation skills
- Adaptable to change
- Must be a team player
- Excellent telephone manner
- High levels of customer service experience
- Excellent verbal and written communication skills
- Target driven
- Possess good initiative
- Critical thinker and problem-solving skills
- Excellent time-management skills
- Enthusiastic and passionate
- Additional language skills would be beneficial but not essential
- Have a clean driving licence and ability to drive up to 3.5t vehicles to customer sites in order to carry out product demonstrations.

The ideal candidate will have experience in all stages of the sales cycle to enable the efficient development of new and existing business. They should be confident with building new client relationship and maintaining existing ones. They should have evidence of strong skills and possess good negotiation skills.

As a Sales Account Executive, you will be responsible for actively and professionally implementing the entire sales cycle to enable the efficient development of new and existing business. You should be confident with lead generation, lead management, arranging appointments, preparing proposals and presentations, negotiating and closing the deal.

This is a fantastic opportunity to work for a family run business and if you feel you have the skills, aptitude and attitude to join our team as our Sales Account Executive, we'd love to hear from you so please send your CV to [giorgia.paoloni@techni.co.uk](mailto:giorgia.paoloni@techni.co.uk)

Job Types: Full-time, Permanent

Salary: £Contact Us