

Job Title:	Senior Sales Executive
Company/Function	Taylor Maxwell & Co Ltd / Sales
Location:	Birmingham
Position Type:	Full Time
Reporting to:	Commercial Director

Job Description

Overview

Sell agreed products from the company's product portfolio to architects, developers and contractors.

Details

- Be proactive to develop relationships with customers and suppliers.
- Embrace and promote the companies culture and values.
- Promptly respond to supplier and customer requests.
- Manage a project database.
- Support the company's marketing department and marketing campaigns.
- Maintain jobs in pipeline report and submit monthly.
- Produce weekly call reports.
- Respond promptly to Post Order Administration when requested.
- Assist Credit Control to manage customer accounts within company procedures.
- Comply with all KPIs set by the business.
- Exceed current annual delivered income target set for Senior Sales Executive position.
- Any other duty deemed by the directors to be in the interest of the team in achieving its objectives.

Person Requirements

Essential

- Proven Sales Experience.
- Brick / Cladding Industry knowledge.
- Full clean driving licence.
- Good ability in Windows PC environment including Outlook, Word and Powerpoint.
- Must be able to communicate effectively.
- Ability to work under pressure and make correct decisions.

Desirable

- Experience in selling to Architects.
- Experience of using iPad for sales.