

<b>Job Title</b>	<b>Senior Sales Executive</b>
<b>Company / Function</b>	Taylor Maxwell Timber Limited / Sales
<b>Location</b>	Horsham
<b>Position Type</b>	Full Time / Permanent
<b>Reporting to</b>	Director

## Job Description

### Overview

Sale agreed product range to existing and new customer base.

### Details

- Generate new and manage existing business within a defined area
- Be proactive to develop relationships with customers and suppliers
- Embrace the companies culture and values
- Manage a customer database
- Support and aid the development of marketing department
- Assist Credit Control to manage customer accounts within company procedures
- Comply with company CRM and KPI structures
- Achieve agreed income targets
- Any other duty deemed by the directors to be in the interest of the team in achieving its objective.

### Personal Requirements

#### Essential

- Proven Sales Experience
- Full clean driving licence
- Good ability in Windows PC environment including Outlook, Word and PowerPoint
- Must be able to communicate effectively
- Have an innovative and creative approach to business

#### Desirable

- Timber sales experience
- New business creation