

Job Vacancy **Sales and Estimator**

Location: Kirkby-in-Ashfield, Nottinghamshire

Hours of Work: 40 hours per week

Salary: Competitive + Bonus Scheme

The Role

An exciting opportunity has arisen for someone to join the Sales & Estimating function, expanding to a multi branch role. Experience is preferred but anyone willing to learn will be considered. You will be responsible for the growth and maintenance of branch sales within the merchant, small builder & self-build sector as well as offering support and resource to the wider region.

Role Responsibility

Some of your responsibilities will include:

- Proactively chasing sales opportunities, finding new business, and developing relationships with new and existing customers as well as liaising with the Sales Team.
- Enquiry generation through to proactive estimating helping to drive quick response to quotations and order generation.
- Answering the phone, directing calls, and speaking to potential customers.
- Organising customer visits with local builders merchants 1 to 2 days per week.
- To provide feedback on pricing levels of competitors to Managers/Directors.
- Disciplined use of management software to ensure accurate and up to date reporting.
- Support internal sales enquiries, advising product availability, delivery dates, transport schedules and product lead-times promptly and accurately.
- To assist in collecting payments, where this is appropriate.
- Work collaboratively with the Transport Coordinator to advise customers of any alterations to delivery schedules.
- To issue, collate and follow up on customer surveys.

What do we offer?

We work hard to continuously improve our reward package, taking into consideration the view of every single employee to make sure we remain an industry leader.

Some of the highlights of the fantastic benefits and rewards you can expect include:

- Generous holiday allowance.
- Bonus scheme.
- Health and wellbeing – mental, physical, and financial wellbeing portal.
- Long service awards.
- Employee referral scheme.

Applications

Please send your CV alongside a cover letter to Graeme Denham (Branch Director): graeme.denham@crendon.co.uk

