

Job Vacancy **Sales Executive**

Location: Wellingborough, Northamptonshire

Hours of Work: 40 hours per week

Salary: Competitive + Bonus Scheme



The Role

An exciting opportunity has arisen for an Sales Executive to join the Crendon Timber Engineering team. You will be responsible for the growth and maintenance of branch sales within the merchant, small builder and self-build sector, as well as offering support to the wider region.

Your responsibilities will include:

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- 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 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.
- 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.

Skills Required

- Strong communication skills, both written and verbal.
- Driving license and willingness to travel for work.
- Sales experience.
- Building products experience, preferably Northampton based.
- Experience using management software to ensure accurate and up-to-date reporting.

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
- Employee referral scheme

Applications

Please send your CV and cover letter along with your salary expectations to: chris.williams@crendon.co.uk



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