

Tel: 01202 686000

Email: info@rrm.uk.com

Website: www.rrm.uk.com

Sales & Account Executive

Job Location: Wimborne, Dorset
Job Type: Permanent
Salary: £19,000 - £22,000 per annum
Hours: Monday – Friday; 40 hours per week

We are currently recruiting for a growing e-commerce retailer who mainly deals within business to business for a Sales & Account Executive.

Working within a professional and friendly environment where the passion for the business is shown from all levels of staff, your main purpose is to strengthen the growing Sales & Account Management team by growing leads, demand and sales and developing relationships with new and existing customer accounts.

Responsibilities include the following:

- Make outbound calls, develop customer relationships and generate sales
- Prospect customers and identify customer potential
- Perform and support customer acquisition and retention campaigns
- Actively manage assigned customer accounts and seek opportunities
- Generate demand with existing customers and contribute to customer retention
- Qualify cold leads and determine their potential and the opportunity for the company
- Respond promptly to customer inquiries
- Set up new customer accounts
- Educate customers about our product range
- Offer a variety of product related solutions to customer inquiries
- Utilise inbound call opportunities to generate sales
- Develop strong relationships with customers and demonstrate how we can add value to their business
- Identify potential customer needs/ opportunities to grow sales
- Conduct follow up calls to customers who have expressed an interest in our products
- Maintain the CRM records and customer databases

The successful applicant will be:

- Motivated, driven with sound in-house account management and telephone sales experience
- A desire to develop customer relationships and generate sales
- Strong sales acumen and empathy for prospects and customers
- An understanding of the phone sales and account management processes and excellent skills to excel in it
- Attention to detail
- Self-motivated and results driven
- Confident working on your own as much as you enjoy working collaboratively within a team

Hours: Monday – Friday, covering 8.30am – 5.00pm & 9.30am – 6.00pm

If you are interested in this vacancy please contact our Recruitment team on 01202 686000 or email your CV in the first instance to: jobs@rrm.uk.com.

Those who have the right skills and experience, our aim is that you will hear back from us within 24 hours but due to the high number of applications we are receiving at present, we are unable to respond to every application individually so If you do not hear from us within 3 days please assume that your application at this stage has not been successful. As new positions arise we will review any applications already made to us and may contact you about other suitable roles.

Resource Recruitment is an equal opportunities employer and is committed to a policy of treating all its employees and job applicants equally. It is the policy of the Company to take all reasonable steps to ensure that each applicant is assessed only in accordance on the basis of their qualifications, skills and abilities to perform the



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relevant duties without prejudice in regards to background, religion, ethnicity, age, sexual orientation, disability or gender.