

Job Description



| | | | |
|----------------------|--|-------------------------|----------------------|
| Job Title: | Senior Sales Executive | Line Manager: | Managing Director |
| Department: | Sales | Location: | UK & Ireland |
| Based from: | Home | Travel Required: | Yes |
| Salary Range: | £40k to £45K + 20% Bonus | Position Type: | Full time, permanent |
| HR Contact: | Sara Sharp | Probationary: | 6 months |
| Job purpose: | <p>To Drive and To Push the Growth of Ferroli to existing known customers, known marketplaces and to expand the new ranges of products into all marketplaces.</p> <p>To improve and build on existing customer relationships and to introduce and secure orders for all other Ferroli products and new Ferroli products arriving.</p> <p>To generate sales wherever we see an opportunity, to grow with existing customers and engage with new customers, in an ever-changing marketplace.</p> <p>Focusing on providing quality sales delivery to existing and to new customers, in order to ensure maximum customer retention and being as efficient as possible.</p> | | |

| | | | |
|----------------------------------|--|--|--|
| Applications Accepted By: | | Interview panel: | |
| Sara Sharp – HR Manager | | Managing Director HR Manager Business Operations Manager | |

Job Description

ROLE AND RESPONSIBILITIES

Responsible for achieving and exceeding sales volumes, sales values and the targets set for you. Act as the main point of contact for customers, new and existing, in respect of product and sales enquiries. Follow up and close out on quotes, enquiries, leads and all opportunities generated and provided. Working with the Managing Director, to develop all areas of the marketplace including National and Independent Merchants, National and Independent Wholesalers, Plumbing Distributors and Electrical Distributors, engaging with Social Housing, Local Authorities, New Build, Mechanical Contractors, Electrical Contractors and with the Plumbing and Electrical Installer Marketplaces. Attend Trade Shows, manage promotional events and to participate in business events with customers. Maintaining up to date product knowledge of all Domestic Boiler Products, Commercial Products, Gas Water Heaters, Electric Water Heaters, New Renewable Products being introduced and to attend training. Clear understanding of all sales processes and procedures will be expected and developed further. On time delivery of reports, call plans and forecasts as required by the dates specified, and maintain the Company CRM system, and other systems as set out by the Managing Director. Manage all time and costs to maximum efficiency in your role as set out by the Managing Director. Work closely with colleagues to ensure efficient and timely processing of all enquiries from customers including all quotations, enquiries, orders and product supply and availability updates as requested. As a term of your employment, you may be required to undertake such other duties as may reasonably be required of you, commensurate with your general level of responsibility within the business.

SKILLS & PERSON SPECIFICATION

Demonstrable track record in reaching and more importantly exceeding sales targets. Demonstrable professional sales management and ability to build strong customer relationships up. Excellent understanding of sales cycle and associated processes. Natural forward planner, highly motivated, passionate about offering customers the best quality service. Excellent IT skills to include Excel, Word, Outlook, and Teams for online communications and meetings. Excellent, clear and concise written and verbal communication skills. Must be confident and able to carry out presentations to groups of people either on site or in the office. Quick learner with a proactive nature and most importantly has the drive and energy to achieve targets. Keen attention to detail, strong organisational skills coupled with a “can-do”, “must do” attitude.

Must be able to work under own initiative, be independent, be confident in own ability and what you are doing, offering, in order to drive things forward whilst having a strong team focus & using it to assist.

ADDITIONAL NOTES

Having existing knowledge of Domestic Boilers, Commercial Boilers, Gas Water Heaters, Electric Waters and Renewables Products and the associated products, marketplaces and competitors is a big advantage in applying for this role, although it is not essential to have all these, as Product Training will be provided, willing to work away from home as required to meet the company's requirements.

| | | | |
|--------------|--------------|-------|---|
| Reviewed By: | Roy Kleister | Date: | January 26, 2024 |
| Approved By: | Sara Sharp | Date: | Click here to enter a date. |