

# Commercial Sales Executive

This is an exciting opportunity to join one of the fastest growing online flooring companies in the UK as a Commercial Sales Executive. Located in Aintree you will join an energetic, dynamic team that works hard and plays hard.

Coming into work each day with a positive attitude, and an eye for detail, you'll help new and existing commercial customers with their flooring requirements - ensuring that the client is kept satisfied during each part of the sales process.

You'll have at least 3 years' experience in B2B sales but will be open and eager to listen to more experienced members of the team when required. Passionate about selling, you will be customer driven, focused, and be confident enough to put forward ideas to help the company grow and provide a first-class sales experience.

Building relationships is key to this role, and you'll be the type of person who is OCD about organisation - always keeping detailed notes about your customers and ensuring customers are contacted on a regular basis. Tracking and keeping in contact with customers is crucial to gaining sales and you'll be confident enough to hit the phone every day, all day. Some locally generated leads will require a visit at their premises, so a driving licence and car are essential for this role.

Office hours are 9am to 5.30pm but you won't be clock watching, you'll be pulling superman (or superwoman) moves to get the job done.

Their marketing team will support you with a generous portion of leads to convert prospects into customers, but you'll be just as driven to self-generate your own leads on a daily basis - and gain the rewards of doing so. Creating self-gen leads is a crucial part of this role and you'll need to be creative, self-motivated, fast on the phone and on your feet, and you'll have a never-say-die mentality.

Being I.T literate is a must as you'll be researching potential customers using the internet.

You'll receive a basic salary of £20-25K depending on experience along with an excellent bonus structure.

If you're interested in joining a fast, growing, dynamic e-commerce company that is revolutionising the flooring industry, then they would love to hear from you.



21 Brookfield Business Park  
Muir Road  
Aintree  
Liverpool  
L9 7AR

Call us  
0345 222 1543

Email us  
sales@dctukgroup.com

Company reg. no:  
6130667

