

Sales Manager

The Candidate:

The Sales Manager will be working as part of a committed, enthusiastic sales team on some of the most exciting construction projects in the UK. We are looking to expand our sales team with the right candidate who is willing to train and learn from day one.

The successful candidate will have experience of managing every stage of the sales process, from research, to closing out the order and handing it over to the operations team with all the relevant detail, to ensure a smooth delivery to end client.

The Role:

Reporting to the sales director, the key deliverables of this position will be, but not be limited to:

- Dealing with new and existing customers' queries and enquiries.
- Developing and maintaining customer relationships
- Managing projects from conception to completion
- Providing technical advice and data to clients
- Managing your own workload to ensure all projects are handled in a manner that will provide clients with an excellent service and to ensure you get maximum sales over the line.
- Client liaison throughout all your projects from receipt of order to delivery and aftercare advice

The candidate must have:

- An excellent phone manner and time management skills
- Experience of working in a sales environment
- Proactive business and customer development
- Standard computer literacy skills
- The ability to be team player & be able to contribute and work within a successful sales team.

Advantageous skills:

- Knowledge of our marketplace i.e. the street furniture market.
- Previous experience of the construction chain
- Experience with face to face sales techniques
- Resourceful and adaptable to change when required

Working hours will be 37.5 Hours per week.

In return you will receive a competitive salary based upon experience.

For an opportunity to join this expanding company please submit your CV to hr@bsfg.co.uk