

<b>Job Title:</b>	<b>Senior Sales Executive</b>
<b>Company/Function</b>	Taylor Maxwell & Co Ltd / Sales
<b>Location:</b>	Bristol
<b>Position Type:</b>	Full Time
<b>Reporting to:</b>	Divisional Director

## Job Description

### Overview

Sell agreed products from the company's product portfolio to architects, developers and contractors.

### Details

- Be proactive to develop relationships with customers and suppliers.
- Embrace and promote the companies culture and values.
- Promptly respond to supplier and customer requests.
- Manage a project database.
- Support the company's marketing department and marketing campaigns.
- Maintain jobs in pipeline report and submit monthly.
- Produce weekly call reports.
- Respond promptly to Post Order Administration when requested.
- Assist Credit Control to manage customer accounts within company procedures.
- Comply with all KPIs set by the business.
- Exceed current annual delivered income target set for Senior Sales Executive position.
- Any other duty deemed by the directors to be in the interest of the team in achieving its objectives.

### Person Requirements

#### Essential

- Proven Sales Experience.
- Brick / Cladding Industry knowledge.
- Full clean driving licence.
- Good ability in Windows PC environment including Outlook, Word and Powerpoint.
- Must be able to communicate effectively.
- Ability to work under pressure and make correct decisions.

#### Desirable

- Experience in selling to Architects.
- Experience of using iPad for sales.