

Job Title:
Internal Sales Executive
Reports to:
Sales Manager
Location:
Wolverhampton
Salary:
£16,000 - £22,000 plus commission (dependant on experience)
Type:
Permanent

Overview

Interactive Education Solutions is currently going through a period of rapid expansion with purpose built offices in Pendeford. Our pioneering ICT and AV technology is changing the way that classroom and corporate presentations are delivered and communicated enhancing the way we learn, work and share.

We are on the search for committed, target-driven individuals who can train with us as IT Sales Executives and join our budding team. We want our employees to embrace and drive change and able to support our development. We essentially need you to be the driving force of our company!

Key Responsibilities

- Conducting effective market research and business intelligence gathering
- B2B and B2C cold calling with outbound calls reaching key decision makers
- Generating new quotes and creating own sales opportunities
- Managing new and existing accounts efficiently
- Making existing and potential clients aware of suitable products and solutions we can provide them to meet their AV requirements
- Customer visits if and when required (to ensure excellent customer service)
- Achieving individual sales targets and KPIs
- Being able to consistently close deals (which will be developed further through our intensive training course)
- Effective networking at events and exhibitions (in the UK and abroad)

Experience and Qualifications

The successful candidate will:

- Demonstrate a strong desire to work within a sales environment
- Be a highly motivated pro-active self-starter

The ideal candidate:

- Well-organised and commercially aware
- Passionate and/or has a strong interest in technology
- Willing to learn and takes the initiative
- Target-driven and goal orientated
- Sales experience would be advantageous
- Commitment and drive for business growth and development
- Ability to network and develop key relationships
- Works well in a team environment
- The ability to connect and influence people
- A commitment to our vision of becoming one of the top AV solution providers' in the country and worldwide
- Possess a drive to exceed customers' expectations for service, quality and value (which will be developed further through our intensive training course)
- Strong negotiation skills