

Job Title: Senior Sales Executive

Department: Sales

About Dalebrook:

Dalebrook design and supply high quality, innovative presentation and display solutions that are trusted by the world's leading food producers and contract caterers. Our approach to business is fundamentally design driven. Our design team work closely with our customers to develop new and original products with a shared interest to constantly improve the way food is displayed and served.

As a global leader in our field, our creative inspiration comes from studying culture, food service and wider design trends worldwide. We are inspired by working in close partnership with our customers as we constantly strive to deliver the most original and highest quality food service and display solutions.

We have offices in Essex, Central London, China and New York. This role is based in our luxury contemporary showroom in Central London.

Purpose of Job:

Account management and business development based role, selling products across the Dalebrook brands, reporting to the Sales Manager.

Main duties

- Assisting the Sales Manager in achieving agreed annual business development sales revenue in the assigned territories.
- Track sales daily and monthly by number, monitor sales and products to customers against budget.
- Assisting with managing existing Dalebrook brand distributor relationships.
- Monitoring all existing and prospective markets in Europe and assist in identifying appropriate business opportunities.
- Co-ordinating samples & bulk order deliveries to customers in the assigned territory. Ensuring the appropriate follow up and customer relation is upheld.
- Ensure distributors are up to date with current marketing literature with existing and new product launches. Periodic product training will also be required.
- Periodically visiting the market/s to support business development & grow the brand.
- Introducing prospective new accounts/distributors to the Dalebrook brand.
- Optimising the use of our prospective client database to generate new business.
- Internal co-ordination of all elements of the distributor sales mix (new product requests, pricing & trading terms, local marketing events like trade shows, product intelligence, etc.)
- Selling the full range of the brand offering to prospective/existing accounts.
- Communicating new product developments to prospective clients.
- Providing product and service knowledge to customers.
- Providing management with market feedback.
- Ensuring all sales opportunities are fully captured and explored.
- Account Management, ensuring customers are knowledgeable of what we are doing etc.
- Maintain high level of market awareness and strong distributor networks.

Personal Specification

- Fluent in English (spoken and written)
- Fluent in French to mother tongue level – in addition Spanish, Italian or German would be an asset
- An all-rounder who is happy to be involved in every phase of the sales process and account management
- MUST have proven sales background
- Previous background in business or sales development in a customer facing role.
- A positive attitude and the ability to use own initiative.
- Reliable, proactive and approachable.

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- Travel as required to meet prospective customers/new accounts whilst visiting existing customer base.
- High level of commercial awareness
- Self-motivated and problem solver
- Computer literate (Excel, Word, Outlook, etc)
- Eligible to work in the UK.
- Excellent attention to detail
- Flexible, courteous with strong interpersonal skills and positive approach
- Willingness to learn with a can-do attitude

The candidate

The ideal candidate will be efficient, hard-working, diligent and tenacious with a thirst for selling and passion to succeed. We are looking for a candidate whom can deliver excellent customer service.

You will likely have a big personality and not be afraid to give your views when prompted, nor be afraid to pick up the phone and try to upsell products to our customers.

The offer

Salary will be dependent upon experience and there are 'on target earnings' there to be earned. You will have a target to work to but this is uncapped. There is great earning potential for the right candidate, you will just need to 'want it'. Additionally, as mentioned above, we work in contemporary offices with state of the art technology. We are a company that has the luxury of being able to design and manufacture solutions for our customers and we welcome creative candidates to apply. We have a huge array of facilities and manufacturing processes open to us, allowing us to deliver to our customers, a solution that exceeds their expectations – we just need another excellent personality to join our already strong sales force, to open up more doors for us.

When you are required to visit your customers, we have a fleet of high spec cars available to you too.