

# JOB VACANCY



<b>Job Title:</b>	New Business Sales Executive		
<b>Reporting to:</b>	Head of Sales		
<b>Location:</b>	Newent, Gloucestershire		
<b>Level/Salary Range:</b>	£20k - £25k + Bonus	<b>Position Type:</b>	Full time
<b>Contact Name:</b>	Francoise Susanne	<b>Date Posted:</b>	12 <sup>th</sup> October 2018
<b>Managing a team of:</b>	n/a	<b>Posting Expires:</b>	30 <sup>th</sup> November 2018

## Applications Accepted By:

**FAX:** 01531 - 821161

**EMAIL:** FRANSCOISE.SUSANNE@LFI-LADDERS.CO.UK

**POST: FAO FRANCOISE SUSANNE**

Horsefair Lane,  
Newent,  
Gloucestershire,  
GL18-1RP

## Job Description

### ROLE AND RESPONSIBILITIES

- Identify and develop completely new sales opportunities
- Develop sales of new LFI products to existing customers
- Research, prospect for and secure new customers
- Use and maintain a CRM system (Pegasus Opera III)
- Improve LFI's market position and achieve financial growth
- Grow turnover with existing customers
- Attend meetings with existing and potential new customers – usually in support of other LFI staff
- Establish, maintain and develop customer relationships
- Deal with sales enquiries from existing and potential new customers

**ALTHOUGH THE CORE FOCUS FOR THIS ROLE IS NEW BUSINESS DEVELOPMENT THE INDIVIDUAL WILL ALSO BE REQUIRED TO SUPPORT THE DEPARTMENT AS A WHOLE WITH MORE ROUTINE DAY TO DAY TASKS IF REQUIRED**

### PREFERRED SKILLS

- Proven experience in office-based sales / telesales
- Ideally from the access/ladder and/or construction or builders merchant industry
- Ability to work using own initiative
- Excellent written & verbal communication skills
- Customer focused and target driven
- IT literate, particularly with Microsoft Office including PowerPoint and experience of working with a CRM system.

### Personal Qualities

- Excellent attention to detail
- Confident and personable telephone manner
- Resilience and tenacity
- Strong interpersonal skills
- Team player
- Good time keeper
- Understanding of customer needs
- Professionalism

**LFI - Ladder & Fencing Industries Newent Ltd** This new role has been created within a small team to support the Head Of Sales and External Business Development Manager to drive the business forward and achieve its growth ambitions. LFI is a privately owned business that has been trading very successfully for more than 70 years and is the UK market leader within the manufacturing Industry of Ladders and access equipment. We are an innovative Company looking to grow sales with both existing and new customers.

<http://www.britishladders.co.uk/>

**Please note:**

All application forms should be submitted before EOB 30th November 2018, any sent in after that could result in your application becoming void. ALL application forms should be sent FAO Ms. Francoise Susanne (Head of Sales). Please note that a copy of your up-to-date CV must be attached with your application.

