

Sales Executive

JOB SPECIFICATION

Employer	Data Locator Group Ltd	Reports to	Head of Lead Generation
Hours	Mon to Fri 9am - 5:30pm (Full Time)	Salary	Up to £28,000 DOE
Location	Sunningdale, The Belfry Business Park, 13 Colonial Way, Watford, WD24 4WH		

Job Purpose

To make new business sales for DLG and PDV's direct marketing solution.

Key Responsibilities

- To identify prospects through effective research
- To conduct the sales process by telephone, email and in person as appropriate by effectively assessing customer needs and offering appropriate solutions
- To produce accurate and compelling written proposals for clients
- To build effective relationships with clients in order to encourage new and repeat business
- To arrange and attend face-to-face client meetings for new sales opportunities
- To meet and exceed agreed sales targets
- To update client information on the CRM system
- To report to Sales Manager on activity, pipeline and results

Key Skills, Experience and Knowledge

- Possess a strong understanding of the sales process and a proven ability to sell
- Experience in a B2B sales position or high volume, outbound call centre environment
- Experience of working in a target driven role/environment
- Be self-motivated with the passion and drive to build sales from a modest starting point
- Able to work under pressure and achieve sales targets
- Excellent verbal and written communication skills
- Extremely confident and personable manner in person and on telephone
- Ability to work independently and self-sufficiently
- Computer literate

How to apply

Email your **CV** to:

HR Manager at recruitment@dlg.co.uk