

Tristar Web Solutions Ltd. Sales Executive

Location : Welwyn Garden City and/or Milton Keynes

Objective : To win new internet solutions, Web hosting and server solutions and IT support business within the SME marketplace.

Duties and Responsibilities:

- Reporting to the Sales Manager, undertake a proactive approach to attract new accounts within a designated area. Secure, retain and develop new business, which will be target driven.
- Consistently achieve the correct number of telephone calling to ensure that the required number of new weekly prospect meetings is maintained.
- Build customer relationships, develop new business contacts, produce quotations and ensure that customer expectations are met.
- Work within a small team, ensuring that sales targets are met.
- Attend sales meetings when requested.

Skills / Attributes Required :

- previous B2B sales experience in the SME market selling would be useful
- Experience selling web solutions and web design, hosting and/or IT support services would be useful
- The need to have good written and verbal communicative skills is a must.
- Focused, tenacious, hard working achiever.
- Good customer facing skills.
- Self motivated with good time management.
- Presentable and enthusiastic.
- Full driving licence and own car required.

Package

- Salary £20,000 to £25,000 dependent on experience
- Car Allowance (£250/month) and 20 days holiday per annum.
- 37½ Hours per week. 9 to 5:30pm
- Laptop and mobile telephone.