



VACANCY
Brother UK Ltd.

Job Title	End User Tele Sales Account Executive
Reporting to:	Zoe Brown – Head of Commercial & Public Sector Tele Sales
Dept:	P&S Sales Division
Salary:	Competitive
Grade:	TBC

Are you the best Tele-sales person in your team ?

Do you want to be rewarded for achieving great results ?

Brother UK, one of the top 100 UK companies to work for (Sunday Times Survey), is looking to recruit an exceptionally talented Tele Sales executive to the New End User sales team in the UK. These new roles will be focused on Commercial & Public Sector Accounts and will be mainly centred on new business acquisition across the targeted verticals

You will be dynamic, highly energetic, a natural sales talent with a can do attitude who has a record of achieving great sales results. You will be naturally entrepreneurial, think outside the box ,very persistent , highly results driven and be capable of hitting rates of 100+ calls a day, with a 2 hour talk time average. You will be people orientated and capable of building strong rapport / relationships quickly over the phone, as well as within the business.

You may be occasionally required to work additional hours to achieve your objectives

The role is office based at the Brother UK Offices in Audenshaw, Tameside. Manchester.

Brother UK employ great people that fit our business and values.

Objectives

- To ensure professional standards of conduct and performance at all times, to deliver high levels of profitable sales across all targeted products
- To retain business customers by delivering new opportunities within existing accounts.
- Work closely with the entire field sales force, and build a strong rapport with the Commercial & Public Sector team to support them in identifying new business opportunities and supporting existing customer engagements
- Provide professional follow up to lead generation activities

Main tasks

- To achieve set company sales targets (revenue & units).
- Work in conjunction with the End User Sales Manager align KPI's and objectives to company objectives.
- To acquire a thorough working knowledge of all relevant Brother products, Services & Solutions and a thorough understanding of applications and solutions.
- Acquire Net-New customers
- Identify potential new partners
- Develop existing accounts.
- 5 days a week on telephone with customers and a minimum of 100 calls per day
- Provide on-going feedback to the business on accounts and activities of competitors.
- Build, develop, and demonstrate positive multilevel relationships within customers and resellers, and alliance partner's co-workers and across intercompany teams and peers.
- Develop, maintain and own business plans and sales forecasts. Report within a timely manner.
- Manage all planning and administration including CRM activities
- Lead generate from specific campaigns, responsibilities for booking external appointments, building an opportunities pipeline, closing business within set criteria.

Requirements

Essential

- Degree or equivalent level of education.
- Competent in the use of Microsoft Office applications, specifically Powerpoint, Excel and Word.
- Sales/account management experience within an indirect business model, distribution model and reseller model.
- Proven ability to build successful business relationships.

Desirable

- Experience of UK Commercial printing market, Managed Print Services & Solutions
- Commercial awareness through experience of product, market and channel partners.

This is a fantastic opportunity and can be very rewarding- interested candidates should send a detailed CV to HR via email Recruitment@brother.co.uk

CLOSING DATE: 15th Sep 2014