

Regional Internal Sales

The Opportunity

This internal sales position is a unique opportunity to join a group with a strong focus and commitment to design, quality and sustainability. You will be joining a young and innovative business and would be working within an existing & experienced sales team. The role is crucial to the growth of Bailey Street Furniture Group and provides excellent development opportunities for the right candidate.

Job Specification

Reports to: Internal Sales Manager

Location: Adlington, Cheshire

Responsible for: Developing and growing a key sales area within the Street Furniture division of BSFG to a detailed set of targets and objectives, primarily for Street Furniture, Canopies & Shelter product lines .

Job Purpose: To contribute to the ongoing growth of Bailey Street Furniture Group through the management of inbound and outbound calls. To represent the BSFG brand while ensuring that best in class customer service is provided at all times.

Key Accountabilities:

- Track and manage pipeline and opportunities ensuring timely follow-up and closure of orders to contribute to company sales targets.
- Develop and growth of pipeline from working with architects, contractors, consultants and end user clients.
- Develop and maintain strong relationships with key decision makers and stakeholders at all levels.
- Provide valuable market intelligence and customer feedback to help support marketing strategies.
- Attend company exhibitions and business events as required.

Key Performance Indicators

- Revenue/Sales Target.
- Growth of Pipeline in region
- Conversion rate
- Dedicated email campaigns.

Summary of Sales Capabilities/Competencies:

- Ability to establish rapport, understand customer needs and maintain positive and productive relationships.
- Strong sales process and pipeline management skills.
- Ability to prospect effectively to source new business and opportunities.
- Strong negotiating skill to ensure mutually beneficial agreements are made.
- Excellent understanding of the Construction Supply Chain Cycle



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Summary of Behavioural Capabilities/Competencies:

- Resilience and adaptability.
- Emotional intelligence.
- High levels of integrity.
- Self-starter with the motivation to succeed.
- Excellent planning and organisational skills.
- Prepared to take on additional challenges as and when they develop.
- Ability to build relationships with stakeholders at all levels.

Essential Professional Qualities

- Experience working in a similar position.
- Strong commercial acumen.
- Excellent sales closing skills
- Great customer service ability
- Highly organised with an ability to manage multiple projects and work to deadlines.
- Evidence of analytical problem-solving coupled with an understanding of market factors, construction concepts and stakeholder expectations.
- Experience of working with CRM systems.
- Competent with IT systems (MS Word, Excel and Outlook).
- Fosters effective long-term relationships.
- Plans, organises and delivers approved targets on time.
- Technical aptitude would be advantageous

Essential Personal Qualities

- High level of accuracy with good attention to detail.
- Highest personal demands and standards.
- Innovative and dynamic.
- Decisive and action orientated.
- Changes the views of others effectively for the goals of the business.
- Seen within the business as a positive force to drive the business forward.
- Gains the support of peers and customers to new ideas.
- An ability to be viewed by clients as a solutions provider and someone with whom they wish to do business.
- Gains commitment and trust to work in partnership with clients.

Benefits

- Competitive Salary
- Target Driven Bonus
- 23 days holiday per annum plus birthday off
- Death in Service
- Online Health Care support

