

Express Bi Folding Doors Ltd
Sales Executive Position

The Role:

- **Sales Executive** B to C with a proven sales track record, based in our impressive showroom in Redhill, Surrey.
- Excellent KPI performance.
- Confidently selling products, with an average order value of circa £10k.
- Must be professional, articulate and well presented, along with a strong work ethic and the drive to succeed
- Target & Results driven
- Ability to work in a team and under one's own initiative.
- Ability to handle (good) pressure
- Self-motivated, quick learner and hungry to be the best
- Office based role, handling lead enquiries, showroom walk-ins, identifying the best solution(s) for the client, pricing the job, presenting the quotation and following up until the lead is either sold or exhausted
- Able to demonstrate and manage the sales pipeline development process
- Excellent communication skills both written and orally
- Technical skills are required as our products are a technical sale, within the building envelope.
- Ability to read plans is an advantage
- Excellent understanding of the whole sales process
- Confident with CRM systems and MS Office
- Ideally experience of the bespoke glazing sector, but this is not essential.
- Able to work Mon-Fri inc late night Wednesdays, Saturdays 8.30am-5.00pm and various exhibitions around the UK.

Financial Package: Based on experience.

- Excellent basic salary and uncapped commission.
- 25 days pa Holiday, plus statutory holidays
- Sign written company car, EG Skoda Octavia or similar/equivalent
- After 6 months, opportunity to join the government backed company pension scheme
- Company iPhone

Apart from a great financial package we offer:

- The best showroom environment in the UK <https://www.expressbifolds.co.uk/our-showrooms/redhill>
- The best quality Bi folding & Sliding Doors, window, roof and front door systems available in the UK, all manufactured and installed in-house
- A truly recognised brand, the best and the largest within our market sector
- A work hard and play hard environment
- The opportunity for the right individual to shine and to make the role their own
- An energised company that wants to continually out perform
- Excellent induction and training process