



Internal Sales Executive Job Advert

We are thrilled to announce an exciting opportunity at Hobart UK!

Hours: Part-time, up to 30 hours per week

We're excited to invite a motivated and talented Internal Sales Executive to join our dynamic team. This pivotal role is at the heart of our business operations, driving growth and expansion through identifying and securing new sales opportunities. Managing and selling contracts and promoting our chemical products. Your efforts will not only contribute to our bottom line but also to the innovative landscape of our industry.

What You Will Do:

- Exceed monthly sales targets by embracing challenges and leveraging opportunities.
- Proactively make outbound calls to uncover new business prospects, meeting or exceeding KPIs.
- Handle incoming customer inquiries with excellence, overseeing the sales process from quotation to successful completion.
- Perform diligent follow-up to secure pricing agreements and close sales, ensuring a seamless customer experience.
- Undertake administrative tasks with precision to guarantee the accuracy and integrity of contracts.
- Analyse data to identify untapped sales opportunities, driving strategic business decisions.

What We Are Looking For:

- Demonstrable success in telesales and new business acquisition.
- A motivated, resilient mindset with a results-driven approach.
- Exceptional telephone communication skills complemented by strong relationship-building capabilities.
- Proficiency in Microsoft Office Suite, particularly Excel; database experience is a plus.
- Organised and efficient, with a knack for prioritising tasks effectively.

To Apply:

Please send your CV and a covering letter highlighting your suitability for the role to HR@hobartuk.com. If you are an internal candidate, please ensure your line manager is informed of your application.

Closing Date: Friday 12th April 2024

BE YOUR BEST STATEMENT

At Hobart UK Service, we're dedicated to enabling all candidates to showcase their talents at their best. We're open to customising our recruitment process to meet your needs. Feel free to discuss any accommodations with us or email us confidentially at recruitment@hobartuk.com for support.

Be part of a team that excels in delivering outstanding service to our customers. Join us and be your best at Hobart UK Service!