

Job Vacancy

Job Title: Sales Representative – Premium windows and doors

Line Manager: Director

Hours:

40 Hrs/5 Days per week
Mon/Fri 8.30am -1pm, 1.30pm-5.00pm

Place of Work: 9 Abbey Court, Fraser Road, Priory Business Park, Bedford MK44 3WH

Role

This is a chance to join a growing business. We need to find the next key member of our team to play a key role in growing our window and door business. You will be given full support working as part of a small but dedicated team. This role is key to support our continued growth supplying and installing premium windows and doors for home improvers, self-builders, custom builders, contractors and developers. The right person will have the opportunity to develop their career with a clear path to a senior management position within our facades business.

About You

You are a confident and clear communicator with the ability to operate using a consultative approach and provide a first-class customer buying experience. You can formally present a technical/commercial business proposition to individuals and client groups tailoring your method of delivery to suit the audience.

Your focus and tenacity drive you to achieve results and meet targets. Attention to detail comes naturally to you including finalising customer order details.

You have clear view of the sales process and the ability to focus on meeting the needs of the customer and matching them with the company's products and services.

You are ambitious with a professional work ethic. You are looking for the opportunity to develop your career with a clear path to a leadership position where you can benefit from your success.

In addition, you should possess the following:

- minimum 2 years' experience in customer facing sales role dealing with high value products or services
- ability to demonstrate a successful track record
- 5 GCSE Passes or equivalent
- Relevant A level/BTec or equivalent qualification in a relevant subject
- Further education in a relevant field would be advantageous but is not essential
- Good working knowledge of Microsoft Office suite including Excel, Word, Outlook and PowerPoint

Excel Structures Limited

9 Abbey Court, Fraser Road, Priory Business Park, Bedford MK44 3WH

Tel: 01234 924050

www.excelstructures.co.uk

Registered in England [06759121](https://www.gov.uk/individual-accounts) - Established 2008

- Clean UK driving license
- Permanent UK address
- Valid passport and all required permits to work in the UK

Responsibilities

- **Business Development:**
 - Generating opportunities through prospecting planning leads and approaches to target commercial customers
 - Represent the business at trade shows from time to time (can include occasional weekends)
- **Sales:**
 - Follow up in accordance with company procedure
 - Face to face meetings with customers at our showroom/office or in the field
 - Negotiate commercial terms within the boundaries set by The Company
 - Secure orders (targets to be agreed)
 - Complete internal order documents and clients order acknowledgement
 - Lead hand over meetings with the Project Manager/Project Coordinator

This is an office-based role although face to face customer meetings at their premises or attendance of trade shows including weekends may be required from time to time.

The Company reserves the right to amend this scope of works, as required by the needs of the business, in discussion and agreement with the employee.

Training

Relevant product training will be offered by the Company where it is deemed appropriate by the Company. Products are manufactured in mainland Europe. Training may involve travel to factory locations outside of the UK.

Benefits

- Basic salary + commission on invoiced sales
- Profit related bonus scheme
- Contributory pension scheme
- Fully expenses company car
- Mobile phone, laptop
- 24 days annual leave (excluding statutory bank holidays – approx. 5 days annual leave taken over Christmas period during office shut down)

Excel Structures Limited

Excel Structures Ltd are a specialist sub-contractor offering a range of off-site manufactured building systems to self-build, custom build, developer and main contractor customers primarily for residential purposes. In addition, Excel offers a range of premium windows and doors primarily operating as an approved distributor of NorDan high performance Scandinavian windows and doors.

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Our Offer:

- Customer focussed approach
- Design, supply and installation
- High quality service, premium products and solutions
- Single point responsibility throughout the delivery process
- Proactive support and guidance

Unique Selling Points:

- Fully flexible package offer
- The right technical solution from a range of window and door products
- Single point delivery

Excel Structures Limited is an equal opportunities employer.

Apply with CV, covering letter stating salary expectations to jasonp@excelstructures.co.uk

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