

Designer **Contracts**

Vacancy – Sales Consultant

With 250 staff and an annual turnover of over £30 million across 12 regional centres, we are the UKs largest flooring contractor. This is a fantastic opportunity to join our team.

This is an excellent opportunity for an experienced sales person looking to progress their career and move to a company who have expanded impressively. You will probably have experience of the flooring industry and / or dealing within the new build sector.

- **Romford**
- **Salary: £35k – 40k OTE plus A3**
- **Permanent, Full Time**

With an absolute focus on sales you will gain new business by visiting potential and existing customers and sites.

The Role

- Identify new business opportunities and pursue them
- Check and monitor estimates
- All sales enquiries are responded to and followed up.
- Obtain and provide appropriate samples to clients on site
- Ensure region has samples of all CPL items
- Bring in new customers
- Ensure customer satisfaction
- Meet own objectives and targets and assist in regional targets
- H&S enforcement and security control
- Minimise regional stock holding
- Planning, pricing and quotations
- Assist with measuring
- Assist with service calls/resolution

The Person

- Must be DBS (CRB) checked and have a current driving licence to carry out this role
- Must have an appropriate current CSCS Card and Asbestos Awareness Training to carry out this role
- You will be highly motivated and keen to succeed.
- You will have a proven track record of acquiring and developing new business as well as looking after existing customers.
- You will understand that business growth comes from exceptional customer service.
- The ideal candidates will be self-motivated and forward thinking with a drive to maximise sales and profit.
- You will grow the business and be proactive in your approach to finding new business opportunities.

Benefits include, quarterly bonus, 32 days holiday, including 8 bank holidays, contributory pension scheme, healthcare, life cover and staff discount.

If you have the relevant experience and drive to make a real difference and grow our business, send us your CV as well as details of your current salary and package.