

Company

We are a medium size managed print services business supplying Ricoh-Canon and Lexmark photocopiers and printers to both large and small businesses across the UK; with a reputation built on referral and recommendation. With over 30 years' experience in the printer and photocopier industry, we know our products inside out.

Purpose

Our aim is to help you manage your print costs, whilst ensuring that you get the product that most suits your business needs; and backed up by an after-sales support team who are just a phone call away and can be on site to sort your issues within hours, should you require us.

The Role

We are now looking to grow the business by appointing an experienced Sales Executive/Manager to recruit and drive a new sales team, concentrating primarily in the Wirral and Liverpool areas.

You will be a high achieving, relationship focused, sales executive or manager; a quota bearing individual with a proven track record in sales. Highly experienced in the industry, with a great work ethic, honest, articulate, and sociable.

The role will be to ultimately take over the running of the business for the present business owner.

Responsibilities

You will be responsible for:

- Recruiting and driving a new sales team, by providing inspiring and motivational team leadership
- Setting sales targets
- Reaching out to potential clients through a variety of channels, including email, phone, text, and social media
- Building and maintaining long-term relationships with clients and suppliers
- Working with business owner to understand all aspects of the current business model, including long-term strategy, finance, relationships with suppliers, etc.

Person Specification

Experience

- Highly experienced in sales
- Quota bearing, with proven track record
- Working with, and motivating sales teams
- Successful track record of developing long-term client relationships.

Skills

- Strong leadership skills
- Excellent communicator/negotiator
- Ability to understand sales team and build trust
- Ability to think strategically
- Experience in financial management
- Ability and ambition to work with business owner at highest level.

Personal Qualities

- Core values of honesty, integrity, transparency, trustworthiness and clarity
- Committed to delivering excellence in all aspects of work
- Ambitious and innovative, with enthusiasm to take on new technologies
- A people person, committed to equality, diversity and inclusion
- Resourceful and calm in face of difficult situations
- A passion for delivering exemplary customer service.

Further Information

- Full Time
- Salary and commission commensurate with position OTE (On Target Earnings)
 - Uncapped earnings likely to be six figures, dependent on the individual, job history, and previous achievements
- Share allocation would be considered for the right individual
- Prestige company vehicle
- 28 days plus Bank holidays

If you're interested in this opportunity to join our team, email your CV along with a cover letter to Gary Ryan gr@rawsondigital.co.uk