



**XL Displays Limited**

Job Description: Sales Executive

To apply – please email: [victoria@xldisplays.co.uk](mailto:victoria@xldisplays.co.uk)

An exciting opportunity to join a fast paced Award winning business in the Exhibition, POS, Events and Furniture industries.

Have you got what it takes to think on your feet, serve and delight customers either through inbound enquiries, on-site demonstrations or manage long-term existing customer accounts?

You must have great attention to detail, be organised and self motivating, have a thirst for product specifications and features and an innate desire to serve customers and deliver unbeatable customer service. You will need to be quietly self-confident, a brilliant communicator – both verbal and written and be a team player.

Can you build rapport and trust quickly and build long-term customer relationships? Can you ask the right questions to offer the right solutions to customer requirements? Do you always do what you say you will do?

Here is the Challenge:

- Answer inbound enquiries predominantly by phone and email
- 1000's of products and solutions to offer customers the right solutions
- Like fast paced, pro-active work environments and like-minded team colleagues
- Diligent and organised administration skills utilising our bespoke CRM
- Respond to all customer questions and enquiries with 2 hours
- Overcome objections and utilise the sales funnel to achieve a high closure rate
- Do anything it takes to achieve your goals, the company targets and serve hundreds of customers every week – even if that means the occasional personal sacrifice
- Put the customer first. Think long term.

Here's what skills we think you'll need:

- Being slightly competitive and target driven may give you the edge.
- Be genuine. Love people and serving customers. You can't fake it.
- Team player
- Focus on the customer journey
- Communication skills - verbal and written
- Must have a desire to want more, continually improve and search for better ways to do things

If that sounds like you, then maybe you are right for us and us for you.

Based in Peterborough, office based, place to park your car, office hours, no weekends and better than normal benefits that we can discuss if you are successful.

Good base salary. Uncapped commission on everything you sell – OTE: £33K - £45K (that's up to you on how hard you work).