

www.premierba.co.uk

0845 2797 200



JOB OPPORTUNITY

Job: Field Sales Executive – Business Audio
Location: Nationwide Field Based (Head Office based in Hampshire)
Package: OTE £60k plus - Competitive Salary with excellent benefits and uncapped commission. Basic dependent on experience.

About Premier Business Audio

Premier are the 'Point of Contact Specialists' who help businesses stand out from their competitors by maximizing each touch-point or contact made with their customers; in doing this we consider senses that are often overlooked. Premier Business Audio is the market leader in the UK in its field, and are going through a period of invigorating growth following an MBO at the end of 2007. Premier is based in Hampshire, providing services across Europe.

The Opportunity

We are looking to expand our team with one extra experienced Field Sales Executive to sell a wide range of Audio Branding & Marketing products to the SME sector in the UK. See the Audio Marketing section of our web site for more details on these services.

The Role:

- Identifying and closing sales
- Prospecting through cold calling, soliciting referrals, and limited telemarketing support.
- Maintaining accurate records of all sales activity and document on the CRM package.
- Developing customer relationships as a source of referrals and renewal business.
- Liaising with operational staff to ensure smooth sales to delivery transition.
- Adhering to all Company policies, procedures and business ethics codes

Experience Required/Desirable:

- Minimum 2 years sales in a field sales capacity to Senior Manager and Director Level.
- Proven track record of achieving sales targets.
- Good understanding of branding / marketing.
- Excellent sales, negotiation and presentation skills with good commercial awareness.
- Self starter and self motivated to succeed.
- Good planning and organizational skills.

To apply:

Please email your CV to Estelle.plows@premierba.co.uk highlighting why your skills and experience are especially relevant to this role.