

Sales Executive

The Nicholas Associates Group is a market leading partner of choice for talent management solutions. Our Group of companies are all specialists in their fields, supporting talent from Apprentice to Boardroom.

To align with our strategic plan for growth, we have a great opportunity for a Sales Executive to be based at our Sheffield Business Park office.

About the role

As a Sales Executive, you will work as part of the National Accounts team, to generate new and profitable opportunities for both commercial and industrial temp/perm staffing supply with prospective companies across an allocated geographical territory, whilst meeting/exceeding agreed financial targets.

Main responsibilities include:

- Self-generating visits and sales opportunities with prospective companies via telesales and marketing activities.
- Supporting with account management of NAGL National Accounts and proactively manage any allocated key accounts, implementing sales strategies and activity levels to maximise the opportunity.
- Ensuring all activity is recorded on Group CRM, to include visit reports, proposals etc.
- Participating in regional and/or branch sales activities where appropriate to include sales days, network meetings and sales competitions.
- Forwarding tender/PQQ opportunities to Line Manager and agree strategy for completion.

The successful candidate

Every colleague in our business is expected to live and breathe our four key values; having honesty & trust, treating everyone with respect, striving for excellence and being ethically minded.

In addition to this, you will:

- Have drive, determination and self-motivation.
- Demonstrate an ability to develop relationships and deliver high levels of customer service.
- Experience of negotiation and working in a telesales, ideally a B2B role.
- Fully understand the legal requirements of recruitment, e.g. Terms of Business, Terms of Engagement, credit limits, etc.
- Be able to travel to visit prospective clients across an allocated UK geographical area.



Benefits

In order to enable people to be their best and to support a great place to work, we will reward your hard work and achievements as your career with us grows:

- Competitive salary with annual bonus scheme.
- 31 days leave per year, with annual increases up to 39 days, plus a holiday purchase scheme.
- Your birthday off work, to celebrate, because you deserve it!
- A competitive pension scheme, retail discounts and wellbeing support.
- A clear path of development from induction through to career progression opportunities.
- Annual conference with awards ceremony, social events and CSR activities.

Contact

To find out more or to apply please send your CV to Danielle Hague, Internal Recruiter, at Danielle.hague@nicholasassociatesgroup.co.uk.