



**Field Sales Executive**  
**InXpress North Surrey**

**Description:**

We are looking for a competitive field sales representative to develop sales strategies and attract new clients. The successful salesperson will source new sales opportunities and close sales to achieve quotas. The successful candidate will play a key role in increasing income and revenue by managing and negotiating with clients, generating leads, qualifying prospects and managing sales of products and services. As an outside sales representative, or sales agent, they will also research sales competition.

**Who we are:**

A one stop solution for businesses that ship anything from international documents to containers; we offer a full range of products combined with award winning customer services. Our customers want a simple, efficient and cost-effective service when shipping their products throughout the UK and the World and we give them exactly that. We take pride in the partnerships we have made with world-class carriers that handle the pick-ups, deliveries and even collections.

**Main responsibilities:**

- Qualifying prospects
- Pipeline management
- Generating revenue and acquiring customers
- Customer evaluation and procurement
- Account management
- Sales process management
- Development of best practices for leading successful sales campaigns
- Develop a repeatable sales model that ensures consistent success and revenue growth
- Devise creative, "out-of-the-box" ideas and implement them
- Be responsible and accountable for meeting deadlines
- Giving feedback to management
- "Get the sale" using various customer sales methods (door-to-door, cold calling, presentations etc)
- Evaluate customers skills, needs and build productive long-lasting relationships
- Attend meeting, sales events and trainings to keep abreast of the latest developments
- Maintain and expand client database within your assigned territory

**Requirements:**

- Proven sales experience in the courier and freight industry
- Track record of over-achieving targets
- Experience working with CRM systems
- Familiarity with different sales techniques and pipeline management
- Computer use competency
- Strong communication, negotiation and interpersonal skills



- Self-motivated and driven

### **Why work for us:**

A proven track record of growth in the UK and around the world means fantastic residual commission opportunities, a developing and growing brand across the UK and World means you have support when ever you need it. Continuous product and service training to ensure you are working with the latest industry knowledge. New products and services being advanced continuously to keep our offering complete to keep us ahead of the market. Award winning customer software to complement our sales efforts and activity. Regular fun-filled socials organised for the team. An open and collaborative working environment where all ideas are heard and shared throughout the company.

### **The Package:**

£25,000-£28,000 Basic Salary Depending on industry experience

Car allowance

Mobile Phone

Laptop

12 months rolling commission

OTE: £70,000 +

Interested? Send your CV to [Daniel.Brendish@inexpress.com](mailto:Daniel.Brendish@inexpress.com) or call 0207 078 0050