

Wholesale Courier Sales Exec
Impact Express
Full Time Permanent

Impact Express is an independent International parcel delivery supplier, we offer worldwide Express delivery solutions based in Colnbrook near Heathrow.

The Role

We have an opportunity for a highly motivated Sales Executive to join our team, when not out meeting clients the role will be based at our Colnbrook office.

Within the role you will have commercial responsibility for the development of leads and sales relationships for new and existing clients. You will be tasked with attracting and securing profitable new business opportunities across London and the South East. Experience selling within the Courier or e-commerce industry is essential.

Candidate requirements

- Develop existing and new relationships with customers and key decision makers.
- Develop your own leads to secure minimum number of weekly meetings by calling prospects personally.
- Follow up all leads and meetings with all existing and new relationships.
- Understand our systems and services to correctly match customers needs and expectation.
- Share knowledge with the rest of the team so we can continue develop our services to benefit the customers.
- Track and report on the development of accounts.
- Meet required sales targets and provide regular pipeline reports to the directors.

Qualification's and skills

- Experience within the Courier or e-Commerce industry
- Developed strong sales skills
- Excellent networking, presentation and communication abilities.
- Proven success against sales targets, ability to travel to meet clients on their own.
- Time management and planning skills.

Benefits

- Competitive salary £25-£32K basic based on experience plus commission, car allowance, phone and laptop.
- Friendly, entrepreneurial work environment with no boundaries
- 20 days holiday, increasing 1 day per year to 25 days + all bank holidays and no weekends.
- Full time permanent