

Job Title: Sales Executive

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Posted January 4<sup>th</sup>, 2019

**Package/Salary: c£25-£30k per year, + Commission, dependent on experience**

**OTE/Commission: Uncapped**

**Company Car Allowance**

**Contributory Pension Scheme (after probationary period)**

**Location: Based in Abingdon, Oxfordshire**

**Duration: Permanent**

An exciting opportunity exists for an experienced sales professional to join KFP & be instrumental in an aggressive growth phase within the business.

#### About KFP

We are retail. We specialise in providing in-store retail IT systems, services, solutions, project management & support platforms. With over 20 years of experience we work with some of the biggest household brand names on the high street in fashion & hospitality sectors, building close working long standing partnerships built on trust, expertise and a mind set to getting the job done.

#### Our Mission Statement

“Big enough to cope – small enough to care”

Our mission is simple – to provide our clients with truly integrated IT solutions that make a real difference to their business, building long standing relationships so that we can fundamentally understand the needs of our clients. We are not a huge corporate company who may treat clients as an account number. We are neither a small one-man-band offering cheap services. What KFP offers is a perfect blend of experience, structure and a practical approach to enable us to deliver the service that all of our clients have come to expect – a professional service that gets the job done.

#### **Our Culture**

We operate a culture in which our employees are empowered to facilitate customer satisfaction. Ownership & responsibility are deeply rooted principles. We have a strong belief in the people who work within our business, & as a result operate a policy of promotion and personal development from within. The success of the business to date is underpinned by our valuable people, & will remain a key differentiator over the long term.

## Job Purpose

With a proven track record in selling POS (& associated products), in-store technology services for roll outs, new stores/refits & support functions to leading brands in the retail industry, you will naturally combine winning new business with managing and developing your own account base.

We are ideally looking for someone who can leverage an established network within the industry to hit the ground running. Marketing resource will also be available to assist with longer term lead generation.

We will offer competitive salary & benefits packages to secure the right person, to whom we can offer uncapped earning potential.

Advancement within the company is an opportunity for all, and as a business we strongly believe in promotion from within. For the right candidate, possible advancement into either account management, account director or longer-term sales management roles could be available in the future.

If you are looking for a role that will allow you to join a fast growing and dynamic business & fulfil your potential, we'd love to hear from you.

## Duties and Responsibilities

- New business & opportunity generation
- Leveraging existing industry connections to promote KFP services
- Ownership of the sales cycle from opportunity generation to close
- Supplying RFP documentation, quotations, contracts and proposals
- Working with projects and install teams to ensure installation success
- Using CRM tools to accurately report monthly sales results
- Detailed & accurate system-based opportunity and pipeline management reporting
- Liaising & engaging with customers & prospects as needed
- Working to tight deadlines
- Staying up to date with new products and features within the industry
- Where required, assisting the business at trade shows and networking events
- An internal and external role – business to be conducted both on the phone & face to face

The above is not an exhaustive list of duties and you may be expected to perform different tasks as necessary to meet the overall business objectives of the role.

## Experience, Knowledge and Skills Required

### Essential:

- High organisational skills and ability to manage a number of projects at the same time
- Ability to prioritise own workload
- Strong communication skills – both written and verbal
- Well versed in IT skills for Microsoft Office Suite and CRM Systems
- Ability to work with business tools to accurately forecast, transact & report on performance
- Retail IT sales experience
- Attention to detail is essential

### Desirable:

- Ability to make decisions in other team members absence
- Working knowledge of Autotask CRM platform
- Based within reasonable commuting distance to office location (Abingdon, Oxfordshire)

## Personal Qualities

- Articulate & able to communicate professionally at all levels both internally & externally
- Ability to work as part of a team and support colleagues
- Ability to cope with a demanding role
- Prepared to take and implement decisions and accept responsibility for own actions
- Self-motivated showing discretion to maintain confidentiality
- Personable, positive and resilient
- Strong work ethic
- Flexible to meet the needs of the business