

## About the role

You will play a pivotal role in driving revenue growth and fostering strong client relationships within the sector. Your primary responsibility will be to cultivate and expand our client base by understanding their unique business needs and providing tailored solutions.

## Your key tasks and responsibilities will include:

- Making regular contact with your customers pro-actively to ensure that we are satisfying the needs of the customer and with a mind to developing further business opportunities from within that account.
- Maintaining a deep knowledge of our product and service offerings, keeping up to date with industry news and trends, and using this knowledge to enhance your communication with all relevant stakeholders.
- Supplying RFP documentation, quotations, contracts, and proposals.
- Identifying and securing new business opportunities, owning the sales cycle from opportunity generation to close.
- Attending trade shows and networking events, to generate new business and to broaden and deepen your network of contacts.
- Working with the Projects team to ensure installation success.
- Reporting of monthly sales results.

## About you

We are seeking a candidate that is driven and motivated, coupled with a track record of success in generating new business within the retail IT sector. With a focus on problem-solving, the ideal candidate possesses the ability to truly listen to customer requirements and tailor solutions accordingly. Furthermore, strong communication skills are essential, as the role demands collaboration and relationship-building with internal and external stakeholders across all levels.

We give our staff the flexibility and autonomy to make their role their own, so you will be a self-starter and enjoy planning your own time. However, we have a collaborative culture at KFP, so you must also be a team player with the ability to communicate and build relationships with internal and external stakeholders at all levels.

We are constantly growing and evolving, so you must be adaptable and comfortable working in a fast-paced environment.

We welcome applications from individuals at various stages of their sales career journey, whether you're a seasoned professional or a budding talent. What matters most to us is your mindset and approach.

## About us

We are retail. We specialise in providing in-store retail IT systems, services, solutions, project management & support platforms. With over 25 years of experience, we work with some of the biggest household brand names on the high street in the fashion &

hospitality sectors, building close working long standing partnerships built on trust, expertise and a mind set to getting the job done.

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 our clients have come to expect - a professional service that gets the job done.

## **Why KFP?**

In addition to a salary of >£100k OTE once established, we provide the following benefits:

- Uncapped commission
- Hybrid or remote working, depending on your home location and proximity to our Head Office in Abingdon, Oxfordshire or secondary office in Pontypool, South Wales
- 25 days' holiday plus bank holidays
- Private healthcare (including access to the Babylon app) for you and your dependents after a qualifying period,
- Recruitment referral scheme (£500 for each successful referral you make).
- Excellent professional development opportunities.
- Regular team and company social events.

These benefits are in addition to statutory benefits such as eye test vouchers and a workplace pension.