

## Job Description – Sales Executive

Toppesfield is the UK's largest national independent surfacing company. In the last four years we have created more than 100 jobs, increased our turnover from £39 million to over £85 million and established regional offices all over the UK to manage projects with blue-chip clients in the highways, commercial, aviation, defence, leisure and rail sectors.

**We're on the lookout for talented, ambitious, career minded sales individuals to join our expanding team.**

The motivated new member of the company will be responsible for discovering and pursuing new sales prospects, negotiating and winning deals, maintaining customer satisfaction, expanding on an existing bank of clients and ensuring a positive working relationship with all clients is maintained at all times.

### Your key responsibilities:

- Actively seek out new sales opportunities through cold calling, networking and social media
- Arranging meetings with the appropriate people within your client base in order to gain a better understanding of their business needs and structure and to win work
- Negotiate/close deals and handle complaints or objections
- Collaborate with team members to achieve better results
- Gather feedback from customers or prospects and share with internal teams

### You will have:

- A minimum of 2 years proven sales experience working as a Sales Executive or in a similar role
- Understand the business environment and how to exploit it to the company's advantage through identifying and meeting our customer's needs
- Have a confident and intelligent approach to conversations with clients and will adjust your tone/manner dependent on the client you are speaking with
- See and act upon opportunities that add value to the organisation by increasing revenues or cutting costs
- Through your sales, win the company work

Job Type: Full-time

To Apply Email: [Careers@toppesfield.com](mailto:Careers@toppesfield.com)