

Sales Executive

Job Description

Activity Superstore, the UK's leading gift experience provider is looking to grow their already very successful contracting/sales team to help drive and progress the company towards its future. This is a great opportunity to work in a creative and proactive team environment. The company currently sells through many well-known high street names such as Debenhams, Boots and Argos. But also has an online presence through their B2C channels and various reseller sites.

The role is Monday-Friday based on an 8.5 working hour day with 1 hour for lunch. In your lunch break you can enjoy Saffron Walden as we are in the heart of the town near the cafés and market place or enjoy relaxing in our canteen area.

The Successful candidate's key responsibilities will be:

- Proactively source new suppliers and activities through cold calling to be sold through retail and online channels according to given brief.
- Meeting set KPI's and targets by carrying out high volumes of outbound calls daily and ensuring margin requirements are achieved.
- Apply knowledge and understanding of our business model to ensure you are presenting an interesting and informative sales pitch.
- Ensure that all contracts for suppliers are correct and completed to deadline.
- Ensure new experiences are contracted at competitive rates to maximise profitability.
- Negotiate to director level through telephone and email correspondence.
- Ensure all admin is chased up and completed.
- Manage, log and respond to business enquiries, looking to work with Activity Superstore.
- Work closely with relevant departments to ensure a smooth and efficient journey for new suppliers and experiences.
- Looking after and maintaining a solid business pipeline.
- Actively sell our range of gift experiences B2C during key trading periods. Working as part of a team of promoters using VR technology and visual display stands within stores and shopping centres.
- Support the Corporate Team at key trading periods as Merchandising Champions across the network of retailers.

Activity Superstore expects candidates to have the following:

- An excellent, upbeat and enthusiastic attitude and self-motivation are essential.
- Good accuracy and attention to detail.
- Experience in canvassing and cold-calling.
- Excellent time management and organizational skills.
- Able to work in a team environment.
- Ability to overcome objections.
- Meet and exceed your individual targets.
- Ability to build strong relations with business clients.
- Knowledge of Microsoft Word and Excel.
- Able to work in a busy environment under pressure.
- Ability to stay motivated and stay pro-active when receiving rejection.
- Full Driving License is required

What Activity Superstore offer in return:

- Competitive salary (26k O.T.E)
- Bonus opportunity once out of probation.
- £100.00 to use towards experiences annually.
- 3 days paid sick, if not used can be used the following year as holiday or paid.
- Vibrant, fun office environment
- Superb training and ongoing support
- Opportunity for progression
- In-house competitions to achieve time off and or prizes.