

**VACANCY**  
**Brother UK Ltd.**

**Job Title**                      **Tele Sales Account Executive**  
**Reporting to:**                **Danielle Foster, Telesales Team Leader**  
**Dept:**                         **P&S Sales Division**  
**Salary:**                      **Basic + Commission**  
**Grade:**                      **TBC**

**Do you enjoy Telesales/Sales but not cold calling? If so this role could be for you.**

**How do you fancy a sales role dealing with existing and warm prospect customers?**

Brother UK, one of the top 100 UK small companies to work for (Sunday Times Survey 2014), is looking to recruit an exceptionally talented Tele Sales executive to the Reseller Telesales team in the UK. This is a great opportunity working for a World Wide Electronics and Manufacturing Company, who sell their products in more than 100 countries.

You will be dynamic, energetic, with a can do attitude who has a record of achieving great sales results. You will be people orientated and capable of building a strong rapport / relationships quickly over the phone, as well as within the business.

The role is office based at the Brother UK Offices in Audenshaw, Tameside. Manchester.

**Brother UK employ great people that fit our business and values.**

**Objectives**

- To optimise sales opportunities and ongoing account management within a given geographical region, focus across all of Brother products in line with targets and budgets within agreed set time periods.

**Main tasks**

- Plan & prioritise account sales activities and customer contact towards achieving agreed targets, including sales value and volume.
- Develop high product knowledge and demonstrate when advising customers.
- Maintain and develop existing and new customers through agreed propositions, ethical sales methods, and relevant internal liaison, in order to optimise the balance of service, business growth, and customer satisfaction.
- Use business tools and systems to update relevant information held in these systems.
- Achieve a high level of relationship with account base, to include achievement of Calls & Talk Time targets.

- To contribute to and have a clear understanding of the business plan and associated strategies, trading methods and plans of Brother UK.
- Support BUK marketing campaigns to agreed timescales, and integrate personal sales efforts with other organized marketing activities, e.g. product launches, promotions and advertising.
- Communicate, liaise and negotiate internally using appropriate methods to facilitate the development of profitable business and sustainable relationships.
- Ensure all administration is submitted within desired timeframes, i.e. Reports / Sales Logix updated.
- Carry out any other duties as required by the Company.



### **Requirements**

#### **Essential**

- Good negotiation and selling skills.
- Experience in a sales environment.
- Enthusiastic, Persuasive with the ability to build strong customer relationships.
- Experienced in using Microsoft Office, particularly Excel and Word are a must have.
- Target Orientated and Self Motivated.
- Excellent telephone manner & customer service.

#### **Desirable**

- Knowledge of Sage SalesLogix is preferred but again is not an absolute requirement.

This is a fantastic opportunity and can be very rewarding- interested candidates should send a detailed CV to HR via email [Recruitment@brother.co.uk](mailto:Recruitment@brother.co.uk)

**CLOSING DATE: 7<sup>th</sup> July 2014**