

Job description

Job title: Sales Consultant

Location: Surrey

Salary: £28-£33'000 basic 15% bonus, car allowance, pension benefits

Ref: 16287



LAWSON PRICE CONSULTANTS

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Our client is an international information services and market research company and the UK market-leader in the provision of marketing measurement, research and analysis, insight and advice to multinational companies in the key areas of advertising, market segmentation, communication, brand strategy and stakeholder management

Their client base includes the best-known names in FMCG, food and beverage, consumer and retail offerings and this is the division in which a fantastic opportunity exists for a sales focused individual to join an existing and successful team to sell what is unquestionably the market leading research and data tool to an existing customer base.

As a business development executive you will be given the opportunity to work with both new and existing accounts across a broad spectrum of well known names in FMCG, retail and consumer markets, influencing decision-makers in a variety of functions from the marketing department and product management to research functions. You will be expected to contribute to the growth of your business area through the sale of a data and analysis, defining customer need and identifying opportunities to assist in areas such as new product development, competitor activity and brand penetration, in fact in any area where knowledge of the customer, market or brand makes a commercial decision easier to take.

The ideal candidate will have experience of selling marketing services, consultancy or data and analysis, but consideration will also be given to those with the ability to rapidly understand and identify customers' needs and where attention to detail, effective communication and enthusiasm will have prepared you for this creative sales role.

All applications will be dealt with in the strictest confidence.

To apply for this vacancy, visit www.lawsonprice.co.uk
or email candidates@lawsonprice.co.uk