

Job description

Job title: Sales Executive

Location: Guildford, Surrey

Salary: £25-£30'000 OTE £45'000 uncapped with benefits

Ref: 16349

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PROFESSIONAL
SALES RECRUITMENT

LAWSON PRICE CONSULTANTS

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Our client is an established provider of management training and cultural consultancy and working on a global basis, they deliver personal development and teach skills to leader-managers at the middle level of some of the world's best-known businesses and organisations. The proven methods and products they've developed enable clients to turn ideas into reality, to innovate, improve and transform work and team relationships. Their success has resulted in expansion and opportunity in the business and to that end they seek an accomplished Sales Executive to join an already successful team.

Working from the office and sometimes in the field, the ideal Sales Executive will have a successful track record in concept based selling, ideally in training or services with complex value propositions, but certainly where the ability to self-motivate can be demonstrated. The successful Sales Executive will be able to show that they can deal comfortably at senior decision maker level, pioneering new business opportunities in the UK and internationally, pitching for on-going project based work, creating opportunity by gaining appointments for the company's senior directors and personally closing business that is both self-generated and found by the company's marketing efforts.

Based in Surrey and covering the UK predominantly, the opportunity to work and sell internationally also exists given the nature of the offering. The ideal candidate will already have experience in sales, preferably but not necessarily including knowledge of the training market and will now be looking for personal growth in a company where there are no constraints on what can be achieved.

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