



Job Title: Sales Executives
Salary: Up to £40,000 OTE
Location: Redhill, Salfords, Horley, Reigate
Job Type: Permanent
Date Available: 1st December 2017

Job Description

Softline are gearing up for our next phase of growth and we are recruiting for Sales Executives to help manage and grow our business with the UK IT reseller channel including Apple Premium Resellers and large high street retailers. The role will primarily be office based and will require regular contact/visits with key customers across the UK to maintain and grow the sales with these accounts. Experience of introducing new products will be helpful, whilst working with team members to achieve sales targets and KPI's.

Softline UK

Established in 1989, Softline UK is a technology distributor that focuses on Apple Third Party Accessories. Softline was one of the first distributor's of Mac Software in the UK market, establishing retail relationships with many of the top technology retailers. Since 2010, Softline have emerged as one of the leading value add distributors of hardware technology, such as Apple accessories, Smart Connected devices and Sports Technology products. As the company continues to see good growth, we are looking to expand our sales team and this exciting role is a new position in the company.

Job Responsibilities

- Manage existing customers and grow sales
- Look for new opportunities to grow sales
- Achieve quarterly sales targets
- Achieve agreed P&L targets
- Work with Sales team to hit overall KPI's
- Report customer feedback to management
- Maintain relationships with customers and keep them informed
- Report sales and progress on a weekly basis.

Job role

- Grow business with existing and new customers

- Pro-actively introduce new products to existing customers
- Work with vendors on introducing new products to the market
- Manage turnover of stock within company guidelines
- Manage and sell any ageing stock
- Work with Operations on forecasting and stock requirements
- Pro-actively seek new opportunities/customers

Desirable requirements

Candidates should ideally have experience of the following:

- Good knowledge of consumer electronics and Apple accessories
- Excellent Sales and Negotiation skills
- Excellent Interpersonal skills
- Good presentation skills
- Knowledge of the Microsoft software such as Excel, Word and Powerpoint/Keynote
- Self-motivation, enthusiasm and the ability to work within a small team

Location

Softline is a small team of like-minded and enthusiastic individuals based in Salfords, Surrey (near Gatwick).

If you are interested in this role, please send your CV and a covering letter to opportunity@softlineuk.com.