

ELECTRICAL IMPLANT INTERNAL SALES

JOB DESCRIPTION

JOB INFORMATION	
Job Title	Electrical Implant Internal Sales
Business	Electricbase
Reporting To	Electricbase Implant Supervisor/Manager

JOB SUMMARY
To meet and exceed our customers' expectations in terms of the efficiency of the service that we provide. To maximise sales opportunities by growing our sales and customer base.

TASKS & ACTIVITIES

- Developing the business plan to actively increase sales opportunities for new, lapsed and existing customers
- Effectively increasing profitable sales opportunities through correct product mix and merchandising in-line with company policy
- Analysing the trading report to establish current activity and communicating the outcome to the team
- Communicating and negotiating with customers to secure the most profitable quotes and on-going business.
- Processing new account application forms and setting up terms for customers
- Continually updating knowledge of competitor's activities
- Delivering on sales targets set by the company

SKILLS & EXPERIENCE

Essential:

- You will possess knowledge and a network of electrical suppliers and contractors and managing high profile customer accounts for both new and existing business.
- You will need comprehensive knowledge and understanding of wholesale and distribution of electrical products in all areas including cables, wiring accessories, lighting, lamps, energy management, safety and security.
- You will have the ability to exceed sales targets whilst building strong customer relations.

Desirable:

OUR VALUES



We have the know-how



We get stuck in



We stand together



We get it done



WE HAVE THE KNOW-HOW

Our customers rely on us to understand their trade, so we work hard to make sure we know our stuff.

We train our teams to be the best they can be, to build on their skills and to share their knowledge.



WE GET STUCK IN

This is a “roll your sleeves up” business.

We are all willing to muck in and get our hands dirty to make Buildbase brilliant.

Everyone in Buildbase has a can-do attitude and we take pride in everything we do.



WE STAND TOGETHER

Buildbase is one family

We work together across teams, look out for each other and our number one priority is to make sure everyone goes home safe.

No matter what their background, we respect each other and value everyone’s contribution.

Our people are proud of the part they play in their local communities and we all do our bit to protect the environment and support charities large and small.



WE GET IT DONE

Through the resilience and determination of our people we deliver on our promises and that's why our customers trust us to get the job done.

We will always go the extra mile to make sure we are brilliant at what we do, whether we are based in branch, in the office or on the road.