

Internal Sales Researcher

The Opportunity

This Internal Sales Research role is a newly created role and provides a fabulous opportunity to join a group with a strong focus and commitment to design, quality and sustainability. You will be joining a young and innovative business and must possess excellent research & customer service skills to develop our pipeline of sales opportunities to identified business sectors. This role is viewed as crucial in supporting and taking the Sales performance of Bailey Street Furniture Group to the next level, with excellent development opportunities for the right candidate.

Job Specification

Reports to: Internal Sales Manager

Region: UK

Location: Adlington, Cheshire

Responsible for: Seeking out new prospects & projects that match the criteria for our target market in Construction, including Healthcare, Infrastructure, Industrial, Public Realm, Leisure, Retail & Commercial & Residential markets. Traditional routes to market include public tender opportunities.

Job Purpose: Working with an existing pipeline of leads, you will be responsible for nurturing and growing this, via the channels outlined, which will involve regular telephone communication through self-generation of leads, with a broad selection of architects, contractors, consultants and end user clients throughout the UK. This will feed into our company CRM system and provide our sales team with the best opportunity to succeed. (Please note that this is not a tele sales role)

Key Accountabilities:

- Seeking out new opportunities in our specific sectors and developing them to pass onto the UK sales team.
- Researching key areas targeted for growth by the business via dedicated construction sales lead platforms, social media, Google, local press and general prospecting.
- Working with an existing pipeline of leads, you will be responsible for nurturing and growing this, via the channels outlined.
- Regular telephone communication through self-generation of leads, with a broad selection of architects, contractors, consultants and end user clients throughout the UK.
- Keeping the company CRM system meticulously updated and provide our sales team with the best opportunity to convert the opportunities into quotes and orders.
- Support the team with general day to day enquiries, queries.
- Remain up to date on industry trends, regulations and competitor movements in order to adapt and maintain a competitive edge in the market.
- Provide valuable market intelligence and customer feedback to help support marketing strategies.

Internal Sales Researcher

Key Performance Indicators

- Team Revenue/Sales Target.
- Pipeline growth in targeted sectors.
- Monthly market intelligence reports.

Summary of Sales Capabilities/Competencies:

- Ability to establish rapport & support with external clients and internal stakeholders within the sales team.
- Able to obtain key project information from external organisations to update and support the CRM system and pipeline development.
- Strong analytical skills to provide research data for current and newly identified markets.
- A good understanding of the Construction Supply Chain Cycle would be an advantage but not essential.

Summary of Behavioural Capabilities/Competencies:

- Resilience and adaptability.
- Good analytical skills.
- Self-starter with the motivation to succeed.
- A willingness to put the team first
- Excellent organisational skills.
- Prepared to take on additional challenges as and when they develop.

Essential Professional Qualities

- Experience working in a similar position.
- Strong commercial skills.
- Highly organised with an ability to manage multiple projects and work to deadlines.
- Evidence of analytical problem-solving coupled with an understanding of market factors, construction concepts and stakeholder expectations.
- Experience of working with CRM systems.
- Competent with IT systems (MS Word, Excel and Outlook).

Essential Personal Qualities

- High level of accuracy with good attention to detail.
- Highest personal demands and standards.
- Innovative and dynamic.
- Decisive and action orientated.

Benefits

- Competitive Salary
- Target Driven Bonus
- 23 days holiday per annum plus birthday off
- Death in Service
- Online Health Care support

