

Sales Representative: Sales & Estimating Department

Description

Fire Glass UK is one of the UK's leading manufacturers, suppliers, and glaziers of Full-time fire and acoustic glass, and is looking to appoint a double glazing sales representative: at their Branch in Bristol.

We are looking for a committed, driven and keen individual to join our Sales and Estimating team. This is a fast-paced role that is based on order processing and the use of email and Microsoft programs. Excellent telephone manner and sound administration skills is also necessary .

Salary commensurate with experience. Plus, discretionary annual bonus.

Must have:

Sales experience within Glass industry or joinery industry
Excellent communication, interpersonal, problem-solving, presentation, and organisational skills
Proficiency with sales management software and CRM and Microsoft packages
Strong ability to balance persuasion with professionalism

Responsibilities

Maintain working relationships with existing clients to ensure that they receive exceptional service and to identify potential new sales opportunities

Identify prospects, set appointments, make effective qualifying sales calls, and manage sales cycle to close new business in all service categories

Possess in-depth product knowledge and be able to conduct demos and handle objections

Prepare concise and accurate reports, proposals, booking packages, and other required documentation for executive-level presentations

Achieve sales goals by assessing current client needs and following a defined selling process with potential buyers, often including product demos and presentations

Coordinate with other sales representatives to ensure that quotas are being met and company standards are being upheld

Job Benefits

Employee schemes & Incentives
Birthday Paid Holiday and many more.
Training and development opportunities

Contacts

for more information please contact human-resources@fireglassuk.com

Hiring organization
FIRE RATED GLASS

Employment Type
Full-time

Job Location
Stonemasons Yard, Albert Road, St Philips, BS2 0XS, Bristol

Working Hours
08:00 – 17:00 (Monday – Friday)

Base Salary
£ 33,000 per year

Date posted
January 30, 2025

Sales Representative: Sales & Estimating Department
Job Application