**VACANCY ADVERT**

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| JOB TITLE: | Inside Sales Executive | REPORTING TO: | Sales Director |
| LOCATION: | Scunthorpe | TRAVEL REQUIRED: | Infrequent |
| DIRECT REPORTS: | No | POSITION TYPE: | Permanent, Full-Time |
| **ABOUT THE ROLE** | | | |
| The Inside Sales Executive’s (ISE) primary responsibility is to act as a conduit between the businesses current and new accounts, answering incoming sales related enquiries, and relaying detailed information on potential.  The Inside Sales Executive will also heavily utilise the Alpha 3 Customer Relationship Management (CRM) System to record customer interactions, drive positive next actions on opportunity close out and the recording of key account information. You will also help manage smaller (e.g. “other”) customer relationships and aggressively pursue and generate leads from these accounts.  In addition, you will be responsible for generating opportunities and sales via reactive telephone, e-mail and / or focused campaigns when required to do so and will be accountable for delivering sales targets in your assigned accounts and or markets and for growing sales amongst smaller customers.  **ROLES AND RESPONSIBILITIES**:   * Responsible for supporting customers with answers to their questions by creating formal quotes, answering technical queries, updating price lists, and providing compliance information. * Build on the existing portfolio of Alpha 3 customers who utilise our expertise in the design and build of sub-contract electronics manufacturing and electronic components across the UK. * Answer technical and commercial enquiries by telephone, e-mail, and web chat for new and existing customers. * Plan new product introductions in collaboration with Business Development and Technical Managers through intelligence gained from direct customer interaction and active research. * Support Business Development Managers to manage and develop “house” accounts to increase share of wallet (SOW) and support further development of external accounts. * Accountable for identifying, investigating, developing, and evaluating new business opportunities. * Challenged to deliver specific sales targets, aligned with strategic growth activities markets. * Maintain and drive trending knowledge of products, competitors, technology, and customers in the assigned supplier product market. * Analyse and report results of various program impact for identified customer(s) notifying the business of success, issues, and future growth plan strategies. * Other duties as assigned by your Line Manger and / or the Leadership Team.   **KEY REQUIREMENTS:**  **Qualifications, experience, and skill:**   * Candidates must have professional demeanour with good written and speaking communication skills. * Sales expertise in a distribution and / or Electromagnetic compatibility (EMC) industry preferred, with demonstrable experience in delivering year on year sales growth or compatible equivalent. * Qualifications in engineering, science or business would be beneficial or a demonstrated track record in a similar role from a different industry would also be of interest. * Proficient in the use of all Microsoft platforms and heavy user of CRM systems such as Sales Force * Understanding of business, financials, products/services, the market, and the needs of assigned accounts. * Sales expertise across a defined portfolio of products / services / accounts; applies expertise in a complex sales environment. * Understands emerging market trends and interdependencies impacting customers; leverages understanding to expand relationships with own customers. * Works independently. * Collaborates with team and leadership. * Has direct contact with clients and decision makers; participates in team sales for smaller accounts.   **ADDITIONAL NOTES**  This job advert in no way states or implies that these are the only duties to be performed by the employee occupying this position. | | | |

To apply for this role, please forward your CV and covering letter to HR@alpha3manufacturing.com. Applications will be reviewed and if successful in the shortlisting process, we will contact you directly to arrange an interview. If you have any questions, please feel free to contact us