

## Sales Executive/Business Development Specialist

**Location:** Bradley Stoke, Bristol  
**Salary:** DoE + Sales Targeted Bonus Scheme  
**Hours:** 37 hours per week  
**Contract:** Permanent

### The role:

**An exciting opportunity has arisen to join a multi-award-winning team at DCS Sonovision UK. We are actively looking for a dynamic Sales Executive/Business Development Specialist with the passion and drive for success. Based in Bradley Stoke, Bristol, the company provides Technical Publications, Computer Based Training and Marketing material to a variety of industry sectors.**

- Research clients to identify and develop new business opportunities to introduce the company's services across a wide range of industry sectors within the UK and Abroad.
- Gain and understand excellent knowledge of the business, promote services and capabilities to customers and negotiate contracts with the aim of maximising profits.
- Identify key decision makers, develop new relationships and cross-sell the company's services to our existing clients.
- Through regular communication, maintain a constant level of potential leads, arranging appointments where possible, send and follow up proposals in accordance with the company standards.
- Answer customer queries, offer advice and introduce new products.
- Support the company's marketing drive by attending trade shows, conferences and other events.
- Manage sales data for new and prospective clients in the company's sales CRM database and prepare regular sales reports.
- Work with the Sales and Marketing team on Social Media drives to build the company's online presence.
- Work with the Directors to achieve sales targets.

### Experience and knowledge

- Recognised qualification in business and communication or proven experience in related field.
- Demonstrated ability to meet and exceed sales targets.
- A proven track record of developing client relationships.
- Excellent commercial awareness and communication skills with a confident, patient and personable manner.
- A minimum of 5 years sales & marketing/face-to-face sales experience.
- An engineering, technical or military background would be an advantage.
- Proficient in Microsoft Office.
- Knowledge/Previous experience with Maximiser CRM software would be an advantage.
- Self-motivated, working independently and reporting to directors.

## Screening:

Are you an experienced sales professional?

Have you 5 years' relevant experience in business development?

Have you an understanding of engineering or the aerospace sector?

Do you hold current SC Clearance?

Are you eligible to live and work in the UK?

## If you are interested in joining our team, send your CV to:

**Karen Angel**

**Email:** karen.angel@dcs-sonovision.co.uk

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