

Role: New Business Sales Executive

Reporting to: Head of Sales

Salary: Competitive

The Role

- Are you a persuasive individual who is motivated by earning money, closing a sale and sealing the deal?
- Do you liken yourself to a predator in the wild, prowling through the B2B sales jungle hot on the trail of your next big deal?
- Are you a go-getter and the one who uncovers opportunities to sell in the form of fresh customers and leads?
- Do you consider yourself a self-starter, developing and refining target markets?
- Are you not afraid to pick up the phone, send emails, and 'knock on doors' in a focused drive to make new connections and develop new business?

If the answer is 'Yes' to the above, we would like to hear from you!

The Company

Genpower Ltd is the exclusive distributor for Hyundai Power Products for the UK and Ireland. Due to continued growth and untapped potential, an excellent opportunity has arisen for a New Business Sales Executive (Hunter Role) to join our team on a full-time permanent basis.

We are looking for individuals who have the ability to sell a range of quality, innovative products and services to new customers. High impact outbound contact (calls, social media and email) is essential. Ideally, you will have a proven track record in B2B sales, customer service and a KPI driven environment.

You must be hungry, ambitious, competitive, focused and incredibly motivated every single day. The successful applicant will join a dynamic sales team who represent Hyundai - a global leader with an outstanding reputation for quality. If you love selling, speaking with people and driving growth then this is for you!

Key Duties:

- To sell B2B – sourcing, securing and acquiring new business opportunities with resellers of Hyundai Power Products.
- To achieve all KPIs including meeting and exceeding revenue targets, call targets
- To prioritise and manage daily workload.
- To follow up inbound leads generated through marketing activity.
- To prepare proposals and quotations for prospective clients. •
- To recommend specific products and solutions that meet the client's needs.
- To conduct competitor analysis and research to ensure that our product offering has 'the edge'.
- To contribute to the continued success and excellence of the business.
- To undertake field based meetings and appointments as required.

Essential traits and experience for the role:

- 2+ years of fast-paced sales experience (B2B)
- Technical sales experience highly desirable
- High volume inbound and outbound call experienceInnovative.
- Stimulated/motivated.

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- Enjoys selling and earning money.
- Excellent communication skills.
- Concerned with results.
- High sense of urgency.
- Self-motivated.
- Decisive.
- Action oriented and displays perseverance.

What's in it for you?

- Competitive salary.
- Private AXA Health Cover.
- Perkbox.
- 20 days annual leave plus 8 bank holidays.
- Increasing holiday allowance with service.
- Career development opportunities

To apply please submit CV and Cover Letter outlining your suitability to careers@genpower.co.uk

