

Job title	Sales Executive	Reporting to	Sales Manager EMEA
Location	UK (Nationwide and International travel required)	Position type	Full time
Direct Reports: N/a			
<p>CASCO Pet is a global business specialising in pet and aquatic shop fitting and revolutionary veterinary clinical housing with manufacturing and sales operations around the world. We are proud of our reputation for innovative and flexible designs which place us as the market leader in the pet and veterinary industry. Our sales ambition is matched by the highest commitment to customer service.</p> <p>We are looking for a highly ambitious, forward-thinking, very driven and motivated sales professional. The role requires high attention to detail, and the aptitude to build excellent relationships with clients, demonstrating expert communication and project management skills.</p>			
Job description: Manage project sales for animal habitat products to independent and multiple pet retailers.			
Key accountabilities - main areas of responsibility			
Sales		% Time Required	
<ul style="list-style-type: none"> Provide comprehensive consultations to new and existing customers throughout English speaking markets (excluding USA) Deliver agreed annual sales revenue and margin targets and develop defined strategies by account/market in order to achieve them Travel (Nationwide and International) when necessary, to develop new business and customer relationships Prepare annual sales budgets and weekly forecasts to monitor progress Prepare detailed quotations Work with drawing department to ensure all information is correct for layout drawings presented to customers (front elevation, 2D/3D drawings) Finalise each project specification and documentation within company guidelines to ensure production can manufacture and the product can be delivered to the customer on time Working in conjunction with the helpdesk to provide full customer service assistance when necessary Manage all customer enquiries in a timely and effective manner, using CRM software and field-based resources Use internal resources and software to follow the sales order process Provide the Marketing department with comprehensive feedback and input in relation to all sales Attend trade exhibitions 		90%	
Product Development		5%	
<ul style="list-style-type: none"> Compile and present company and competitor product assessments to feedback ideas for existing and future product development 			
Other		5%	
<ul style="list-style-type: none"> Support Sales and Marketing team in the organisation of trade exhibitions 			
Contacts - External		Contacts - Internal	
<ul style="list-style-type: none"> Customers Trade Show & Conferences Suppliers 		<ul style="list-style-type: none"> Sales & Marketing Drawing Department Finance Management team Overseas offices 	

Qualification, Experience, Skills and Personal Qualities
<p>Qualification & Experience</p> <ul style="list-style-type: none">• Educated to degree level or have related work experience• 2-3 years sales experience required
<p>Skills</p> <ul style="list-style-type: none">• Speak and write fluently in at least two more languages (French, Spanish, German)• Experience in the animal (pet or vet) industry would be an advantage• Highly customer focused with excellent verbal communication and interpersonal skills as the role involves describing and explaining in a suitable manner technical aspect of CASCO products• Self-driven with positive outlook and a desire to succeed, and a clear focus on attention to detail,• Exceptional customer service• Great negotiation• Ability to work in an organised fashion, often under pressure• Excellent time management, anticipation and prioritisation skills• Good understanding of the Pet Business would be an advantage• Due to the diverse markets that CASCO operate in, additional languages would be an advantage• Proficient in using Microsoft Office package• Able to present and articulate with clarity• Tact, diplomacy and confidentiality are essential
<p>Personal Qualities</p> <ul style="list-style-type: none">• Highly driven to achieve and deliver sales results with a proactive attitude• Reliable and flexible• Good and polite telephone manner
<p>Package</p> <ul style="list-style-type: none">• Competitive salary with a generous commission package• 20 days holiday per annum plus bank holiday• Company bonus subject to achieving annual target• Company vehicle available when visiting customers (you must be over 25)• Pension• Wellness Health scheme