

Job Description

|  |
| --- |
| SUMMARY |

|  |  |  |  |
| --- | --- | --- | --- |
| Role: | **Internal sales executive** | | |
| Reportable to: | Branch Manager | | |
| **Document Reference:** | MA/57/170323-2 | Rev: | 1 |
| **Prepared By:** | Michael Atkinson | Date: | 17th March 2023 |
| Location(s): | Scotland | | |
| Advert: | GVAV is the UK’s most innovative AV system integrator and specialises in the design and installation of Audio Visual equipment to Education, corporate and industry sectors. We are passionate about providing state-of-the-art Audio Visual experiences for our clients, based from our six branches covering the whole of the country.  We are looking for a self-motivated, dynamic, and enthusiastic professional who will work within an existing sales team creating new opportunities and assisting in all areas of the business within our office.  The role involves promoting our full range of products and services and the candidate must have a proven track record in dynamic sales prospecting and telemarketing to seek new opportunities from your own initiative and any given sales leads whilst achieving agreed monthly targets.  You will also actively assist in the development and nurturing of existing accounts, engage in the follow-up of our marketing campaigns, and any other sales or administration tasks when necessary, at the discretion of the Branch Manager.  Effective administration and good IT skills are essential as part of the role includes the updating of our CRM with accurate information and tasking future call backs.  Experience in sales is essential but we would also be very interested in persons wishing to move from a position in AV retail who seek a more challenging role. Knowledge of Audio-Visual products and technologies is an advantage but not essential as we actively promote an ongoing training and personal development programme.  **Your skills and key characteristics:**  • Previous sales experience highly desirable and a keen interest in technology, particularly AV  • Excellent communication skills and client focused.  • Highly organised and a detail-oriented approach in all aspects is required.  • Flexible and adaptable, often working to tight deadlines.  • As a key member of the team, you will need to be an excellent and disciplined communicator.  • Positive drive and hunger to succeed in sales, in a multi facet team environment.  **Package**  • Salary: dependant on experience plus bonus opportunities.  • Benefits: Competitive Salary, Workplace Pension, 20 days holiday plus bank holidays  • Further Development opportunities.  Having the right people in place has been the key to our growth over the last 40 years, with hard work comes reward therefore we provide security and opportunities for all our team to grow whilst encouraging aspiration.  Apply now.  **Next Stage:** email your cv to matkinson@gvav.com | | |