



## **Business Sales Executive**

### **The Company**

Festive Lights Ltd is an award-winning online supplier of home, garden and seasonal lighting selling to both retail consumers and businesses. Established 21 years ago as a family business which now has over 80 employees. Back in 1999, our journey started when we began to add even more sparkle to Christmas with beautiful lights designed to look fabulous and work perfectly, year after year. We make it our mission to seek out the most beautiful and inspiring lighting in the world, for every occasion and every day of the year. All lovingly selected and sourced by our expert team to offer great value, cutting-edge design, and brilliant quality. We sell our products on a variety of ecommerce marketplaces including our own retail website.

### **The Role**

We are looking for an ambitious Business Sales Executive to join our expanding team. You will liaise with key clients via all forms of communication, and working with the Head of Business sales to identify and realise sales potential. This represents an excellent opportunity to join an expanding team within a growing company.

### **Key Responsibilities:**

- Builds business by identifying and selling prospects; maintaining relationships with clients.
- recognise business opportunities by identifying prospects and evaluating their position in the industry; researching and assessing sales options.
- Sells products by establishing contact and developing relationships with prospects; recommending solutions.
- Utilising all forms of communication including Email, livechat, voice and video calling to build strong business relationships.
- Maintains relationships with clients by providing support, information, and guidance; researching and recommending new opportunities.
- Identifies product improvements or new products by remaining current on industry trends, market activities, and competitors.
- Maintains quality service by establishing and enforcing organization standards.
- Contributes to team effort by accomplishing related results as needed.

### **Desirable and Essential Skills:**

- Experience of using CMS (content management systems).
- Motivation for Sales.
- Energy and Enthusiasm.
- Enjoy meeting Sales Goals.
- Organised and proactive approach.
- Creativity.
- Independence.
- Ability to question and make observations.
- Excellent written communication skills, including a strong command of

the English language.

- High attention to detail.
- Proficient computer & communication skills.
- Bachelor's or master's degree with a concentration in marketing, promotions, advertising sales, or business administration preferred.
- Ability to work under pressure to meet deadlines.

### **Benefits**

Pension scheme, flexible working hours, cycle to work scheme, training courses, staff discounts, sales bonus scheme, hybrid working.

### **Location**

Festive Lights, Disklok House, Chorley, Lancashire, PR7 5HH.

### **Hours**

37.5 hours per week, Monday to Friday. Seasonal Overtime will be required Oct - Dec

Job Types: Full-time, Permanent

Salary: £21,500.00-£23,000.00 per year