Sales Executive

The Role

Are you a highly motivated individual with a flair for nurturing customer relationships? Do you have a proven track record in sales or customer support, particularly in a B2B environment? If so, we have an exciting opportunity for you.

We are currently seeking a highly motivated Sales Executive to join our Sales team. The successful candidate will play a key role in managing and growing our existing customer accounts. You will build and maintain strong relationships with our clients and develop account plans to ensure customer satisfaction and retention.

Please note that this is an office-based position, and we are seeking applicants who live within a 60-minute commute of Aylesbury.

Key Responsibilities:

* Manage and expand existing customer accounts through upselling and cross-selling as well as seeking new customer opportunities.
* Follow up and record all leads.
* Build and maintain strong relationships with key decision-makers.
* Collaborate with marketing and product teams for new product insights.
* Arrange product demonstrations and attend with consultant.
* Prepare and follow up quotations.
* Perform administrative tasks related to customer management.

The Company

Dayta is a dynamic company specialising in market leading financial and business services. We pride ourselves on delivering exceptional services to our clients. Our team is dedicated to fostering long-term client relationships and driving business success through innovative solutions.

The Person

* At least 12 months of experience in sales, preferably in a B2B environment or telephone-based customer support
* Client-oriented and customer service mentality.
* Excellent communication and interpersonal skills.
* Strong problem-solving skills and the ability to think strategically.
* Ability to work independently and as part of a team.
* Focussed on customer retention.
* Strong telephone skills
* Keen attention to detail.
* Experience with HubSpot or other CRMs (advantageous).
* Knowledge of finance or finance systems (advantageous).

Sounds Interesting? Please Email your CV and contact details to colin@dayta.co.uk referencing the position you would like to apply, and we can schedule a quick chat.

Apply now and take the first step towards a rewarding career with Dayta!