



## **Water Direct– Vacancy**

Sales & Business Development Executive

Based at Earls Colne, CO6

**Job Title:** Sales & Business Development Executive

**Working Hours:**

Monday – Friday 9am-5.30pm during initial 3 months training

Monday – Friday on a rota of 8am-4.30pm and 9am-5.30pm after training

**Location:** Earls Colne, CO6

**Employment Type:** Permanent, Full-Time

**Salary:** £25,000 -£27,000

**Job Description**

Water Direct, a provider of quality assured drinking water based in Earls Colne, Essex is looking for a full-time, office-based Sales & Business Development Executive.

The role will entail calling on new and existing customers, selling our range of solutions including tankering, site equipment set-ups and bottled water, across the UK within several industries including construction. Your ability to cold call and develop good working relationships is essential.

Ideally you will have contacts within this industry or trade, however this is not essential.

The person we are looking for needs to be highly motivated and be able to work on their own initiative as well as being part of a mature team of four.

**Skills**

- Prospecting and cold calling skills
- Excellent verbal, written and communication skills
- Must be motivated, dedicated and a self-starter
- Ability to develop and manage a high volume of opportunities
- Must have experience using CRM systems
- Have the ability and organisational skills to adapt to an ever-changing working day

**Job Duties**

- Implement a consultative, solution-selling methodology.
- Work with the marketing team to execute campaigns
- Handle incoming calls
- Create quotations of different sizes and complexity
- Manage follow ups, pipeline and own your targets



This is an excellent opportunity for someone who is looking for stable long-term employment and wants to be part of a successful, growing business.

### **About the Team**

The sales team at Water Direct are based in Earls Colne, Essex and is built up of four team members, each with different responsibilities and roles but all working towards the same goal which is to deliver an exceptionally professional service to our clients that will want to come back to us time after time.

### **About Water Direct**

Water Direct is a leading provider of alternative and emergency drinking water supplies throughout the UK, supplying not only commercial and private organisations, but also the water utility industry.

We pride ourselves on our industry pedigree and the exceptional level of quality assurance offered with our services. We provide a specialised water logistics and quality assurance service to many industries including construction, transport, utilities, education, energy and many more.

For further information and to apply, please contact:

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