

Sales Consultant

As a sales executive, your role is to sell as many goods or services as possible. As such, you have a very important part to play in your XDT's success.

Your typical activities will depend on the sector you're in. However, they're likely to include:

Maintaining and developing relationships with new and existing customers via meetings, telephone calls and emails.

Visiting potential customers for new business.

Making accurate, rapid cost calculations, and providing customers with quotations.

Negotiating the terms of an agreement and closing sales.

Advising on forthcoming product developments and discussing special promotions.

Liaising with colleagues to check on the progress of existing orders.

You may also be involved with identifying new markets and business opportunities.

Reviewing your own sales performance, aiming to meet or exceed targets.

Hours and Environment

Your working day will typically include longer hours than the usual 9-5, Monday to Friday. In fact, the working day is usually at least nine hours and there is the expectation that people will stay on or start early for as long as it takes to meet deadlines.

You will be office-based and field based. In view of all the travel you're likely to do, it's generally important to have a driving licence.

Skills and Interests

To be a successful account manager you'll need:

The ability and desire to sell.

Excellent communication skills.

Strong commercial awareness.

Resilience, and the ability to cope with rejection.

A high degree of self-motivation and drive.

The ability to work both independently and as part of a team.

The capacity to flourish in a competitive environment.

Strong presentation and negotiation skills

Confidence, tact and a persuasive manner

Good organisational and time management skills

Good 'people skills', for working with a range of clients

A willingness to work long hours, often under pressure

A professional manner