

Area Sales Executive

(ref: ASEFUK)

Basic salary + 40kOTE, company car, lap-top, mobile + benefits
Essex & East London

Frama UK is a well established manufacturer of postal systems and having recently launched new products is expanding its direct sales division in the UK.

An exciting opportunity to manage existing customers and develop new business exists for talented sales professionals ideally with experience in the franking machine market but any relevant field sales experience would be considered.

The ideal candidate will be a self-starter able to demonstrate success in their current and past sales roles and are now seeking an opportunity to join a company that allows them to manage their own destiny and earn un-capped commission. We have ambitious expansion plans are looking for someone whose professional selling skills reflect the quality of our products and the expectations of our clients. Your role will be to:

■ Identify potential sales opportunities for the companies products by:

1. Following up leads
2. Seeking referrals
3. Self-generation
4. Account management of current customers

■ Establish rapport and credibility with customers across a wide spectrum of users, influencers and decision makers

■ Demonstrate how Frama products can add value to customers – in simple language.

■ Gain their commitment to buy.

Self-motivation and enthusiasm are givens. In addition we seek people with the essential communication skills needed to sell effectively to this market. As well as the ability to work on your own initiative, you will have the skills to work well within a team when required.

Closing date for applications: **July 31st 2010**

Job Reference: **ASEFUK**