

# Job description

## Overview:

Established for over 20 years, Stoneworld is renowned for being one of the most successful and innovative Natural Stone suppliers in the country. With our high-tech masonry workshop, we are synonymous for providing innovative solutions enabling customers to excel in their amazing projects.

Due to extensive business growth, we are busier than ever, with 2023 due to be another fantastic year. Based in South Oxfordshire we are actively seeking a driven, enthusiastic and hardworking individual to join our **sales team** to help take us to the next level, working in a fun and energetic company which supplies high end projects.

## The Role:

- Are you looking for a sales role where you can grow your knowledge, develop your sales skills & help your clients get exactly what they need?
- Do you enjoy building relationships with new & existing clients?
- Are you ambitious & enthusiastic when working towards targets to positively contribute towards the growth of the company?
- Are you enthusiastic about learning and becoming a specialist in stone to ensure your clients' needs are satisfied?

If you have answered yes to the above questions, then please apply to our role of **Sales Executive** today and attach a covering letter explaining why you would like to work at Stoneworld in this role.

## What to expect:

In-depth training will be provided to enable you to manage the full sales cycle and look after your own accounts and customers. We invest heavily in ensuring our staff can grow their skills and learn new skills with us, to ensure our people are able to grow with the business.

From day one, all our employees receive the training and support they need to excel and grow at Stoneworld and allowing you to get ahead.

## Main responsibilities:

No two days are the same, but typically you can expect to get involved in a broad range of activity including:

- Communicating with customers through appointment basis and walk ins.
- Explaining and demonstrating the features and benefits of products & services in- person & on the phone.
- Prospecting new business leads and Business development calls.
- Building a network of clients.
- Sales telephone & email enquiries.

- Organising samples for clients.
- Presenting the company and brand at exhibitions, network events and editorial opportunities in some cases.
- Achieving monthly and quarterly revenue targets.

**Skills required:**

- Working in a super friendly, close-knit team where communication and teamwork is fundamental and valued.
- Whilst we require no previous industry or sales experience, we are looking for the very best applicants who thrive in a sales and customer focused environment and pride themselves on providing the highest level of customer service to secure sales.
- You will also be professional, a great communicator, sales-driven and self-motivated to succeed in this role. A major part of the interview process will be based on your attitude, aspirations, and desire to succeed.

**Salary:**

- A competitive salary: £24,000.00 - £27,500.00 DOE and with opportunity to grow plus team bonus.

**Benefits:**

- Pension scheme
- Staff discount
- Onsite parking
- Friday drinks
- Office dog
- Office socials

**Job Type:** Permanent, full-time role. Hours are **07:30 – 17:00 Monday-Friday** and every 3<sup>rd</sup> Saturday 09:00-13:00.

Stoneworld is located outside of Oxford in a rural setting, near to Junction 8 of the M40. Due to the limited bus service, you will need to be able to travel to our premises.

Ability to commute/relocate: **Oxford:** reliably commute or plan to relocate before starting work (required).

Job Type: Full-time

Salary: £24,000.00-£27,500.00 per year

Work Location: In person.

If the opportunity to advance your career in stone as our **Sales Executive** and being part of a fast-growing, innovative company excites you, please contact us today.

