

Sales Executive

Brief Role Summary

Sell me this cabin.....

Can you do that? We are a family firm looking for a special type of salesman to join the team here at Scotia Cabins.

Your role will be to build on the already excellent reputation of our sales team, keep true to our values as a company, and help extend the reach of the exclusively made, UK cabins we can supply across the country.

Our number one value is honesty. Honesty with the customer, ourselves and the rest of the team. Followed swiftly by ownership, customer delight and attention to detail, at every single step of the process, from meeting the customer for the first time, to handing them the keys when the installation is completed. These are values that you must also possess, and live by as these values are what Scotia Cabins was built on from the start, and that we as a company live by daily.

You will be flexible, have a clean driving licence and own vehicle to do site visits when required. You will be trained in knowing each of the different kinds of cabins we can offer, their materials, how they are built etc, and also how to comprehensively conduct site visits when required. You will also join us on installs on occasion to keep your knowledge up to date of the process so as to inform future customers when they ask how it is done.

There is some administration within this role, so a good grasp of written English, and being IT Literate is essential. Being able to liaise with the customer, and the installation and management teams is crucial to the success of this role. Systems are already in place to assist with this, and following these will be expected.

There is a degree of weekend work, and attending Trade Shows across the country, mostly in the summer months. Pay is on commission only, with incentives for additional reward available for the right person. You will be required to attend the larger shows, as well as being available to see customers by appointment at the show site here in Abernethy.

Are you our person? If you are looking for a flexible role, where you can work remotely from home, that also gives you the chance to travel about our beautiful country, and meet our wide and varied customer base, then please send a covering letter citing your experience, and successes as a salesperson, along with your CV and details to info@scoticabins.co.uk.

Please note, this is not a full time position, and is commission only. Remuneration is available for approved travel, and accommodation if required at shows. We would prefer applicants to be from the area local to us, due to the travelling distances that may be required to attend to the show site.

Responsibilities

Supporting customers to make the right choice for them with their cabin.

Completing necessary administration with customer to ensure all details of sale are correct.

Employment Type

Commission only

Location Name

Abernethy, Perth, Scotland

Industry

Construction, garden, leisure

Job Location

Newburgh Rd

Working Hours

You set your own hours as this is commission based.

Base Salary

GBP Commission on per building sold in

Date posted

17th May 2019

Valid through

31 May 2019

Clearly communicating this order to the factory and to the installation team.

Conducting comprehensive site visits as and when required.

Attending larger trade shows across the country, most of which are over weekends.

Being one of the front faces of Scotia Cabins and continuing to build on our reputation of excellence in this.

Qualifications

English to S Grade. Maths to S Grade

Job Benefits

- Flexibility – can work remotely
- Full support to learn the product
- Being part of a company with an exclusive offering
- Investment in your skill set
- Varied, high end client base nationwide to work with in a variety of different sectors. No two days are ever the same!

Education Requirements

English to S Grade level. Maths to S Grade

Experience Requirements

A proven, successful track record in sales is essential. References will be required from previous employers.

Incentive Compensation

The commission scale is an upward sliding one, the more cabins you can sell and prove yourself, the better the compensation gets over the year.