

Sales Consultant

The Company

Mammoth is an online retailer of Surveying, Construction, Safety & Electronics equipment, supplying in the UK, EU and worldwide to customers ranging from individual contractors to Government, Military and Large Blue-chip organizations.

We also supply over 2,000 products for hire from 87 locations nationally

The business has grown in the past 3 years to be one of the sector's leading suppliers; we recently relocated to new office premises near Warrington Centre, closer to their warehousing & logistics operation, however this opportunity would suit someone from any location as being an e-commerce business it is not constricted by traditional bricks and mortar retail.

The ethos and success of the company is based on a strong drive towards excellent customer service, a team of motivated and knowledgeable people who have a genuine interest in the success of the business and the enjoyment of the working environment.

The environment is professional and focused, with a good team spirit, the "team fit" is as important as the ability of anyone joining and we look for long term career oriented people to be an inclusive part of the company.

Our aim over the next 3 years is to grow our online products to over 50,000, our online shops to over 50, increase the peripheral services we offer and trade more strongly in established markets like the USA and emerging markets in the Far East and Eastern Europe.

JOB DESCRIPTION

Position: Sales Consultant

Job Duration: Permanent

Hours: 37.5 per week, Monday – Friday 9:00am – 5:30pm

Salary: £14,000 - £17,000 pa plus Bonus/Commission OTE £20k pa

Holidays: 20 days per annum (rising to 25 based on tenure)

Location: Warrington, Cheshire

Main responsibilities

The company has been very successful in establishing web stores online that rank at the top of or on page 1 of all the major search engines, this brings in traffic that buys online without the need for outbound sales calls, however the business is also further boosted by newsletters, promotions, online sales assistants, call back features, sending quotations and assisting on the phone with sales etc.

The business now has 12 web shops and over 20,000 products online for each shop, plus newly launched in May 09, 3 online hire shops with over 200 products for hire and a network of branches throughout the UK for delivery and collection.

In terms of retail/trade sales we are in a unique position of not only being able to see what our browsing customers are looking at buying, but inviting them to talk to us online or on the phone, we also have an extensive database of previous customers we can contact and generate new/repeat business from as well.

We are looking to take on a sales consultant who will effectively have access to the web shops, the product range and customer base.

We have a good atmosphere within the business, one of the biggest factors is the personal “fit” within the company and if you would work well within the dynamic of the teams and get along with back-office and support staff then you will have an excellent opportunity.

This would ideally suit someone from a business to business sales background, telesales or good telephone sales skills are essential, good communication and interpersonal skills are a must too.

You will be responsible for contacting new and existing customers to generate new business, looking after major accounts, price negotiation, tendering and winning business.

Location:

The business operates from a modern office building just outside Warrington Town Centre, with free parking, access to shops and local amenities; there is also access to local train stations and regular bus routes.

The office is busy with a relaxed atmosphere, but a very definite focus on driving the business forwards

How would we describe the company’s image?

Professional, open, honest and growing

New products/services/innovations:

We consistently have new products and services being brought to us and we always strive to offer the very best service and prices for our customers.

REMUNERATION

Salary range:

Why would a happily employed person want to work in this role?

To work in a more productive professional environment with real opportunity and an ability to show their true skills and attributes. To be more involved in the infrastructure and growth of an exciting e-commerce business with huge potential.

PERSON SPECIFICATION

Personality of ideal candidate:

They really need to be able to fit the dynamic of the team, able to work under own initiative and add ideas to the working mix

Personalities of other team members:

Affable, humorous, professional, smart, resilient, articulate

RECRUITING INFORMATION

Most important requirement:

Desire/work ethic - desire to create a high level of performance

Essential skills/experience i.e. cannot do the job without these:

Desire & good work ethic, good honest approach, administration ability, good telephone manner, organized and experienced

The usual procedure

- 1: Submit your CV & a brief covering letter, explaining why you feel you would be suited to this role, outline any particular areas you feel would be of interest to us and show your ability to win business
- 2: Initial telephone interview for 10 – 15 minutes
- 3: Invitation for a first stage face to face interview at our offices in Warrington

4: 2nd stage interview with an opportunity to spend a few hours with the team to watch the business working and gain an understanding of the structure and technology, also to gauge the team fit in the office.

5: Offer and contract detail, (*subject to references)

*References: the company has a policy of taking references on all candidates at the point of offer of a job, the company will require at least 2 referees one of which must be your most recent employer.

For further information please contact Jonathan Hughes on 0800 012 6349

Or email your contact details with a brief overview to jhughes@mammothgroup.co.uk