

Hendrik Veder Group

Sales Executive, Sheffield

Job description

We are looking for a Sales Executive for our Manufacturing & Wholesale division in Sheffield. The role will involve telesales and cold-calling and typical tasks range from generating leads and winning new business contracts, through to maintaining relationships with existing clients. To a lesser extent Face-to-face selling will be part of the job. The candidate will be expected to find new customers and markets for our business to meet our growth targets.

Who are you?

You enjoy working in a team and are able to plan and carry out your activities independently. You are comfortable being challenged and can quickly find practical solutions for your customers. You are self-motivated and aim for constant improvement within yourself and the company. You are an excellent communicator and have the ability to form strong relationships with customers. You have a flexible approach to sales and adaptable negotiation techniques.

Do the following tasks appeal to you?

- Acquiring orders via cold-calling and telesales from new and existing customers in accordance with agreed sales targets.
- Identifying potential/new markets and customers and developing relationships to maximize sales potential.
- Issuing offers and negotiating contracts.
- Office based with occasional off-site meetings.

We also have a few minimum requirements

Analytical ability and commercial attitude with excellent communication skills. Several years of experience in telesales, preferably with a technical background. No 9-to-5 mentality and experience with MS office work packages and ERP.

What do we offer?

In addition to competitive terms of employment and a good pension scheme, we offer a lot of space for education, training and coaching – allowing you to develop and specialize further. International career opportunities within the organization are stimulated and encouraged.

About the procedure

For more information, please contact Bertwin Zonneveld, MD HVG UK Ltd. Telephone +44 (0) 122 429 3953, Mobile +31 (0) 6 53 93 47 93.

E-mail: bertwin.zonneveld@hendrikvedergroup.com

You can e-mail your motivation letter and CV to:

humanresources@hendrikvedergroup.com



Hendrik Veder Group is a European company, operating worldwide from its locations in the Netherlands, England, Scotland, France, Norway and Poland. It is headquartered in the Port of Rotterdam.

The company provides products and services in the field of steel wire rope and synthetic rope, which play an important part in the offshore and maritime industries around the world. It also offers all-in-one solutions and services in many other industries.

Hendrik Veder Group's ambition is to make the offshore and maritime sectors more sustainable. We work alongside our forward-thinking clients to achieve sustainability through innovation.

The result is new, cost-effective solutions based on inventory management, maintenance and a circular approach to raw materials.

At Hendrik Veder Group, sustainability and savings go hand in hand.