



Corporate Sales Executive – Graduate/Trainee

SALARY £25,000 basic salary, attractive commission structure, company vehicle, laptop, mobile etc.

LOCATION London and Home Counties

You may be working in a graduate sales role or have moved into sales post-graduation; however, you know that now is the perfect time to take on your next challenge. You want to work for an organisation that is equipped to support your career development, one that provides an attractive range of technical products perfect for the corporate market, along with the infrastructure to enable you to deliver on commitments made to your clients.

You want an attractive basic with the opportunity to enhance this via performance. An uncapped commission structure excites you as does the thought of being rewarded with worldwide incentives and big nights out. Of course, you expect an attractive holiday package allowing you to recharge your batteries and an excellent team of people to work alongside!

You have a natural passion to be an industry expert and develop relationships whereby your prospects won't even consider your competitors. You can open doors, facilitate a presentation like no other, negotiate with confidence and have a natural closing ability.

Seeing as we've mentioned products, we're confident that if you work for ADSI, sincerity in both these and the service we provide will be a given. We offer a portfolio of products to enhance technology within our client's business, along with improving efficiency and operational costs. This, coupled with our complete account management and 360-degree view of the customer, makes us the perfect choice.

Equally important as your belief in our business is the support that you'll receive in your role. This opportunity will see you work alongside, and learn from, our Corporate Account Director; with 20 years' experience in our industry, he is perfectly equipped to further develop your knowledge of the business communications world and further unlock your potential.

Essential skills to achieve success in this role are:

- A target driven attitude where exceeding KPI's is the only option
- Qualified experience in account development and solution selling
- Excellent presentation skills with the ability to negotiate and close business
- Demonstrable new business wins
- The ability to identify opportunities and take action to seize them.
- Strategic approach to your workload and role
- A detailed understanding and personal interest in our industry

This is a fantastic opportunity to become an integral part in the growth of ADSI. If you are skilled in the development of new business with a strong focus on providing excellent customer service, we definitely want to hear from you.