

PRINT & DESIGN SALES CONSULTANT / MANAGER FULL TIME - PERMANENT

SUMMARY

Purpose: To increase the company's sales and profile, contribute towards building an efficient and successful sales team and develop company sales strategy alongside the directors – this role will initially lead to a **sales manager's role and ultimately a director's position.**

You must have the ability to communicate at board level and have a track record of winning profitable new business. With the opportunity for internal promotion this role would ideally suit an individual of senior level that has the ambition to progress within.

REQUIREMENTS

Needed:

- Preferably strong litho background, with digital experience
- Proven high-level sales skills and client management ability
- Man-management skills
- Hard work ethic
- Confidence in own ability to meet and exceed targets
- Experience in selling directly
- Used to selling a solution, added value
- Selling to end users

ROLE & BUSINESS

Description:

- This exciting role will require you to maintain a clear knowledge of current developments affecting clients, industries and markets. To develop close relationships with both existing and new clients. Create a business plan to identify potential new markets sectors. You will also be required to motivate and manage your own successful team offering both support and leadership in order to achieve given targets.
- Seacourt Ltd. is a Litho print company (B2) with digital print (variable data) – full repro, finishing, warehouse facilities, storage and stock control.
- Seacourt Ltd. has a sister company offering full design service (greencreative environmental design agency)
- Established over 60 years
- Currently 18 employees (fast growing)
- Under new management with new investments in place, profitable and stable business
- Own premises and equipment
- ISO14001, EMAS accreditations
- Queens Award winning company
- Selling directly to end-users

OVERVIEW:

- Opportunity to help build sales team and become a key contributor within business
- Working for a company rated in the top 3 environmental printers worldwide
- Have won many accolades to support our unique approach

CAREER POSSIBILITIES

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