

Job Description - Inbound Sales Advisor / Account Manager

PAL Hire is looking to expand the team, do you want the challenge of **building your own client portfolio?**

Are you service lead and will do anything to make sure that your **client receives the best service?**

Working with **inbound leads and existing clients** to help deliver a service which will see your clients coming back to you time and time again.

If so then we can offer you a platform to achieve success.

PAL Hire is a site setup and event specialist who provide a one stop shop solution for all types of companies when hiring equipment. This is an exciting opportunity for dynamic salesperson to be part of our company growth in 2021. Not even COVID has stopped our growth and our sales team have seen demand increase.

We offer customers access to 1000's of hire items anywhere in the country, which means there are limitless opportunities for someone who looks after their clients

The successful candidate will enjoy: -

- Multiple warm sales opportunities and control of your own earning potential?
- Clear progression and career opportunities
- Be part of a successful team with a vibrant atmosphere
- Potential to progress into an account management role within 12 months with an OTE of 30-38k.

What you will be doing

- Dealing with all inbound calls and online leads, identifying our customer needs and finding appropriate solutions
- Making Development Calls to Warm and Historic (they have used us already!) companies to develop your own portfolio – by asking them two simple questions (what they use and when is the next time they need to hire!)
- Client negotiation, quotation, and drafting proposals
- Management of enquiry pipeline and follow up process
- Identifying commercial opportunities and maximising account growth opportunities
- Responsible for maintaining exceptional service levels and maintaining customer records
- Generating Revenue and achieving company targets
- Negotiating pricing and sourcing appropriate suppliers from our approved supplier list

Be part of a company where your performance matters and you'll be given the opportunity to achieve your goals.

You really will get what you put in, if you're willing to work on building your portfolio the rewards are there. Your success will depend on you.

What we offer:

- Monday to Friday – **No WEEKENDS**
- 37-hour working week - No evening shifts
- **Uncapped Commission and Bonuses**

- Free Parking
- Company Pension
- Training Opportunities
- Vibrant Modern Office with Parking
- **Competitive Salaries** with Regular Reviews based on your performance