

Job Title : Sales Executive
Location : Andalucía/Basque Country/Valencia/Madrid
Date : 13/03/09

Context:

British Standards Institution (BSI), a leader in management system certification and training with more than 80,000 clients worldwide is looking for a sales executive to support its expansion in Spain.

Job Purpose

To increase sales of certification and training services to companies of any size, sector and location in Spain, specifically in its region.

Key Responsibilities & Activities

- To pro-actively identify new clients
- Promote & develop additional opportunities across the full range of BSI products & services with clients
- Proactively contact clients and consultants, maintain effective working relationships and visit as and when appropriate
- Efficiently process leads coming via telephone, website and other sources
- Receive and handle enquiries from external customers and ensure resolution of enquiry within required time frame, ensuring customers are clear on fees and terms of contract.
- Adopt a team approach to working both within own group and with other teams and functions within the department and other areas of the business.
- Organise events with clients and partners as required in a cost effective manner
- Actively use the available CRM tool
- Provide reports as and when required, provide any other information to support business activities
- Achieve challenging objectives

What we require:

- Customer focused
- Previous experience in sales of certification and training desired
- Proven track record on sales
- Good IT skills, especially experience with CRM.
- An active and organized person
- Completely fluent in Spanish.
- Good command of English and local languages, as appropriate
- Knowledge and skills in sales gained through formal training and practice in a busy sales environment.
- Ability to travel in Spain, specifically in its region.
- A car and valid driving licence
- Graduate calibre with degree from reputable university preferred

What we offer?

- Training on our products and Information Systems.
- Targets led but friendly sales & marketing environment
- Career with an international company
- Salary and benefits compatible with the position
- Attractive commission scheme based on sales performance

If you are interested in this position, please send your updated CV and expected salary to sonia.garcia@bsigroup.com