

Sales Executive

Job Position

About US

Morris and Green is a global distributor of electronic cigarettes and e liquids with offices in the UK, Germany, Dubai, India and China. Morris and Green produce iconic electronic cigarette brands that are known for excellence, quality and competitiveness.

We are a fast growing company and require committed, creative and hardworking individuals to join our team. We founded our company on the belief that there is a real potential for providing a great product at a great price with excellent before and after sales support.

Job Role

This is an exciting role to join a new growing business in electronic cigarettes. This role requires the individual to sell the company's products to potential clients.

Job responsibility -

- Understanding the sales targets given by the business and maintaining them
- Planning and coordinating specific geographical areas to set up meetings with potential clients
- Listening to customer requirements and presenting products appropriately to make a sale;
- Maintaining and developing relationships with existing customers in person and via physical visitations, telephone calls and emails
- Cold calling to arrange meetings with potential customers to prospect for new business
- Responding to incoming email and phone enquiries;
- Acting as a contact between a company and its existing and potential markets;
- Negotiating the terms of an agreement and closing sales

Morris & Green Ltd

Fac et Spera

- Gathering market and customer information
- Representing the company at trade exhibitions, events and demonstrations
- Negotiating on price, costs, delivery and specifications with customers (Requires permission with Directors)
- Challenging any objections with a view to getting the customer to buy
- Advising on product development and discussing special promotions
- Creating detailed proposal documents, often as part of a formal bidding process which is largely dictated by the prospective customer
- Checking the quantities of goods on display and in stock
- Recording sales and order information and sending copies to the sales office, or entering figures into a computer system
- Reviewing your own sales performance, aiming to meet or exceed targets
- Gaining a clear understanding of customers' businesses and requirements
- Making accurate, rapid cost calculations and providing customers with quotations
- Feeding future buying trends back to the business
- Attending team meeting and sharing best practice with colleagues.
- Writing and proofreading copy
- Arranging the effective distribution of marketing materials
- Maintaining and updating customer databases
- Organising and attending events such as conferences, seminars, receptions and exhibitions
- Sourcing and securing sponsorship and distribution deals
- Conducting market research, for example using customer questionnaires and focus groups
- Contributing to, and developing, marketing plans and strategies
- Evaluating marketing campaigns
- Monitoring competitor activity

Candidates must be eligible to work in the UK full time without restriction. Must have a car and a clean driving licence. To apply please send your CV to jobs@morrisgreen.co.uk.