

SENIOR SALES EXECUTIVE

Reports to Head of Sales

Salary Depends on Experience

Eyeful Presentations has built an enviable reputation as a world leader in business presentations. Through continued imagination and innovation, we help customers across the globe get the very best from their presentations.

We do this by implementing our proven Presentation Optimisation™ methodology to ensure that every presentation has a clear, engaging story, a strong call to action and stunning design.

Eyeful is an established niche business that gets to work with some of the world's most iconic and exciting brands every day.

We want great team players who possess the business intellect to engage, challenge and deliver results for our customers all over the world.

Benefits:

- Competitive salary
- One of the most beautiful offices in the East Midlands – 'Eyeful Towers'
- Flexible working environment – in the office, at home, on the road
- Access to a range of amazing perks through the employee welfare scheme
- Birthday breaks
- An endless supply of healthy breakfast cereals and snacks
- Ongoing professional development

Day – To – Day:

Nurturing Profitable Customer Relationships

- Be responsible for building and maintaining close relationships with your own named customer accounts
- Support our Account Directors in providing the best service, insight, and advice to our biggest customers
- Sharing our IP and providing presentation guidance and expertise to senior stakeholders, either remotely or onsite

Building An Account Base

- Carefully nurturing incoming enquiries and new leads while also identifying new and exciting opportunities within existing relationships
- Crafting personalised proposals to meet the specific needs of our customers
- Negotiating and closing deals to build your own account base

Delivering Value Through Expertise

- Working with customers to develop the impact of their presentations, from powerful story structure and visuals through to the use of new technology
- Pulling upon Eyeful's proven IP to address customer challenges and ensure their message stands out
- Working with the wider Eyeful team to delight our customers and their audiences

Requirements:

At Eyeful, we recruit on the basis of personal attitude and potential, but the following skills and experience are on our 'wish list':

About You:

- You'll be a goal-oriented and customer focused individual hungry for the next stage in your sales career development
- You'll have the ability to work as part of a team and build strong trusted relationships with customers, colleagues and other stakeholders
- You'll have an eye for detail – ours is a business that prides itself on getting it right first time, every time

About Your CV:

- You'll ideally have good experience in B2B sales... but impress us with your enthusiasm and ambition and we're happy to chat
- You'll be commercially astute – our projects require you to wrangle with some pretty complex information across a range of sectors so you'll need to be business savvy and quick on your feet
- Ideally, you'll be degree educated

If you would like to apply for this position please drop Luke a line on lrordan@eyefulpresentations.com or give us a call on +44 (0)1455 826338