

We are HIRING

ASTON AND JAMES
Everything for the Workplace



Sales Executive

Job Purpose:

Develop relationships with new customers.
Qualify and convert to meet new customer
targets and increase sales revenue
opportunities

Reports to:

Managing Director

Communication:

In Person/Telephone and online – Internal/
External to include Business networking.

Location: Unit 1 Nimrod Business Park, De
Havilland Way, Witney, Oxfordshire OX29 0YG



About Aston and James

We are an award-winning family business. Established in 1990. Our purpose is to provide the latest workplace products and services to enhance and support the way a business is run. Workplaces are changing and the way people work is constantly evolving. We provide everything for our customers' workplace and innovate our offering to stay relevant to our customers. Saving them time, energy and hassle. Concentrating on supporting local businesses from our base in Witney.

Our Goals and Aims

Continue to improve and help our customers consolidate their workplace suppliers list. Create a partnership beyond office supplies, becoming their workplace partner for goods and services. Be at the centre of everything they need to run their business efficiently and effectively. We are passionate about Workplace wellness and making a positive impact on CSR. Visit our website to read more about us and Our Commitment to Oxfordshire and beyond.

About the Role

This sales role is responsible for acquiring new customers and expanding our market reach. Desirable qualities in a candidate for this role include strong prospecting skills, excellent communication and negotiation abilities, and a deep understanding of Aston & James's capability and service. We are looking for someone with a hungry, results-driven mindset. Moreover, the individual should be highly motivated, adaptable, and possess resilience in the face of rejection, as new business acquisitions can be challenging. We are looking for someone to work with our energetic forward-thinking team. Driving new sales opportunities through qualifying and identifying leads, converting new business to meet new business targets, and growing sales opportunities. You would be responsible for developing this part of our business whilst working alongside your colleagues in support of visits, and promotions (category focus days/events) Training will be provided on products and range.



Learn more about Aston and James and apply online:

www.aston-james.co.uk/join-our-team

Responsibilities

- In close collaboration with the team, establish prospecting plans for strategic accounts to discover new business.
- Meet and exceed sales targets and develop plans to align and achieve overall business goals.
- Successfully create business from new opportunities.
- Manage complex negotiations with senior-level decision makers
- Build rapport and establish long-term relationships with customers and suppliers
- Arranging/attending meetings
- Good networker – happy to attend events in and out of hours where necessary
- Host customer visits and open events from our showroom in Witney

Qualifications

- Ideally 2-5 years' quota carrying sales experience
- Experience and working knowledge of CRM systems
- Demonstrable track record of over-achieving quota
- Strong written and verbal communication skills

Hours of work

This is a full-time role
Monday – Friday 9am to 5.30pm (Flexible)

Any interest in this role, please email darren@aston-james.co.uk



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