



Job Description/Opportunity	
Job Title	<b>Technical Sales Executive - Inbound</b>
Location	Basingstoke
Tenure	Permanent
Package	Competitive basic plus sales commission, pension, profit share
Objective	To respond to inbound technical sales (no cold calling) enquiries for consultancy and carbon offset products.
Key Tasks	<ul style="list-style-type: none"> <li>• <b>Inbound telephone sales enquiries</b>– answer sales phone and qualify customer needs</li> <li>• <b>Inbound email sales enquiries – qualify by mix of phone and email routes</b></li> <li>• Produce sales proposals – for standard products and services (using standard templates)</li> <li>• <b>Follow up and close sales proposals – Get feedback on sales proposals, close sales, invoice</b></li> <li>• <b>Project Delivery</b> – liaise with technical delivery team to deliver the projects.</li> <li>• <b>Account management</b> – maintain relationship with clients to ensure high levels of customer service and account development</li> <li>• <b>Business development/improvement</b> – liaise with business development and marketing teams to continuously improve our product and service offering</li> </ul>
Candidate Requirements	
Profile	Personal Qualities <ul style="list-style-type: none"> <li>• Excellent telephone skills</li> <li>• Strong interpersonal &amp; communications skills</li> <li>• Works well under time pressure &amp; well organised</li> <li>• Good at working alone and with a team</li> <li>• Strong will to win</li> </ul>
Qualifications & Experience	
Skills / Knowledge	<ul style="list-style-type: none"> <li>• Either a science OR sales/business management degree</li> <li>• Basic Climate change knowledge</li> <li>• Good MS Office experience – particularly MS Excel and MS Word</li> </ul>

Please apply with your CV to [wendy.buckley@carbonfootprint.com](mailto:wendy.buckley@carbonfootprint.com) (no agencies please).