Job Description/Opportunity	
Job Title	**Sales Executive**
Location	Based at our Head Office in **Basingstoke, Hampshire, UK**
Tenure	Permanent & Full time
Package	Competitive basic plus pension, commission and profit share, 22 days annual leave plus benefits
Objective	1. Help deliver the overall business strategy 2. Identifying and pursuing new business opportunities 3. Close sales
Key Tasks	The opportunity here is to join a world leading environmental team with a globally recognized brand, that delivers climate change solutions and reduces carbon emissions. Specifically, the key elements of this job include: • **Winning business** – identify opportunities across various sectors; make contact with and develop new prospects; and close sales. • **Supporting Inbound Sales Activities** – including responding to new inbound enquiries, producing proposals and closing new opportunities • **Delivering business** – supporting the monitoring and implementing of sales activities increase sales and profitability in the business. • **Account management** – developing relationships with key clients to increase sales to current and new accounts.
Candidate Requirements	
Profile	Personal Qualities • Self Starter • Creative - able to identify opportunities and solutions for our clients and our business • Experience in working in a professional consultancy business • Tenacious Team player
Qualifications & Experience	
Skills / Knowledge	• You will have a background in both business and science (graduate level prefrred). • A good understanding around the subject of climate change and the link to greenhouse gas emissions. • Strong numerical and analytical skills to scrutinise quantitative and qualitative information. • Previous experience of working in a sales function. • Good customer facing skills. • Full driving licence.

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