

**Job Title: Sales Executive****Location:** Leighton Buzzard HQ + Remote**Reports To:** Sales Director**Salary:** £35,000.00 - £40,000.00 pa + bonuses**Job Type:** Full-Time**Job Summary:**

We are seeking a motivated and results-oriented **Sales Executive** to join our growing team at a UK-based manufacturing company. The successful candidate will be responsible for generating new business, managing existing accounts, and driving sales growth across assigned regions or sectors. This is an exciting opportunity for a proactive sales professional to represent a reputable British manufacturer known for quality, innovation, and customer service.

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**Key Responsibilities:**

- Identify and pursue new business opportunities through cold calling, networking, and market research.
- Manage and grow relationships with existing clients to maximize repeat business and long-term partnerships.
- Present and promote company products and services to prospective clients, both in person and via digital channels.
- Prepare and deliver accurate sales proposals, quotes, and contracts in line with company pricing and profitability targets.
- Work closely with internal teams including production, logistics, and customer service to ensure smooth order processing and client satisfaction.
- Maintain a strong understanding of the company's product portfolio and be able to confidently demonstrate technical features and benefits.
- Monitor market trends, competitor activity, and customer feedback to inform sales strategies.
- Achieve or exceed monthly and quarterly sales targets.
- Accurately maintain CRM records, sales reports, and forecasts.

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**Requirements:**

- Proven experience in B2B sales, ideally within a manufacturing or industrial environment.
- Excellent communication, negotiation, and interpersonal skills.
- Strong business acumen and customer-focused mindset.
- Ability to work independently and as part of a collaborative team.
- Full UK driving licence and willingness to travel regionally/nationally as required.
- Proficiency in Microsoft Office and CRM software (e.g., Salesforce, HubSpot).

Please send applications to: [tyler.penman@victorylighting.co.uk](mailto:tyler.penman@victorylighting.co.uk)

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