



# Sales Executive

## NORTH & SCOTLAND

**WOLFFKRAN.** The name stands for experience and competence in the design, construction and use of tower cranes. With its innovative technology and know-how, the company has significantly contributed to the rapid developments in the field of material handling to date.

Working collaboratively as part of the Sales Team, you will work closely with internal and external stakeholders sharing our desire to deliver the highest level of customer service making WOLFFKRAN the number one Tower Crane provider in the UK. The Sales Executive role is responsible for securing Tower Crane Rental orders with a primary focus on generating new business. You will consistently communicate the WOLFFKRAN proposition to customers supporting them throughout the duration of the hire process while always applying our Core Values. All outputs need to be actioned to the highest standard to ensure complete customer satisfaction while never compromising safety.

### Day-to-day tasks:

- Seek new business/tender opportunities with new and existing customers.
- Create a sales pipeline to secure contracts in line with company utilisation, revenue and margin targets.
- Support the Sales Team and other departments to ensure WOLFFKRAN offer the best customer experience within the industry.
- Utilise business systems to record all sales activities (Salesforce, WAVE).
- Liaising with all departments promoting a right first time approach therefore reducing the risk of margin erosion.
- Work with key stakeholders to deliver an unrivalled customer experience.

### Job Types:

- Full-time

### Qualification, Knowledge and Experience Requirements:

#### Essential

- Customer focussed
- Target driven
- Strong relationship building skills
- IT literate

**Desirable**

- Previous sales experience
- Experience working within the rental / Construction Industry
- Experience working with Salesforce and/or WAVE

**We are looking for an individual with:**

- Ability to Work with customers and colleagues to deliver an industry leading customer experience.
- Always promoting our core values.

**Benefits:**

- Competitive salary
- 22 days annual leave plus statutory bank holidays
- Company car
- Private medical insurance
- Work from home

**Next Steps:**

If you are interested in this opportunity, please submit an up-to-date CV with a cover letter to Sales Director Adrian Hawkins at [A.Hawkins@wolffkran.com](mailto:A.Hawkins@wolffkran.com).

We thank all applicants for their interest, however, only those under consideration will be contacted.

WOLFFKRAN is an equal opportunities employer, who encourages applications from all suitably qualified and eligible applicants regardless of their personal circumstances. We make our recruiting decisions solely based on the skillset and experience. Diversity allows us to create an inclusive environment, where our employees can strive and grow their potential.