

## SALES AND BUSINESS DEVELOPMENT APPRENTICE

### COMPETITIVE APPRENTICESHIP SALARY & UNCAPPED COMMISSION

Our award winning office supplies company has been based in Crayford for over 44 years.

We are rapidly expanding our successful B2B sales department and are recruiting confident, target driven **Sales Apprentices** to join our fun and vibrant team.

We are seeking self-motivated individuals to win new business using great communication skills

You will be trained in exceptional sales techniques to enable you to take full ownership of the complete sales cycle – including winning new business, retaining and managing accounts in a supportive environment.

In return we offer comprehensive personal development and rewarding career opportunities.

#### **Key responsibilities:**

- Generation of new business through daily telephone canvassing and prospecting
- Building a portfolio of new clients and managing those accounts
- Maintaining relationships and ensuring client retention
- Achieve weekly/monthly sales targets
- Complete the regulated Apprenticeship assessment plan

#### **The ideal candidate will have:**

- A positive, willing 'can do' attitude and approach to all tasks
- Self-motivation to achieve high levels of commission
- An ability to work well within a team
- Focus on exceeding targets
- Ability to negotiate effectively, successfully and work well under pressure
- Fluency in English and numeracy

#### **What we offer in return:**

- Competitive Apprenticeship salary
- Account retention of all new business
- Generous performance incentive payments for Apprenticeship milestones
- Comprehensive training to complete the Apprenticeship Standard
- Delivery of Apprenticeship in partnership with The Learning Centre Bexley

#### **Other benefits include:**

- Free gym membership
- Social events
- Fun Blitz days
- Office based role, 5 minutes from Crayford mainline train station.

For more information or to apply for this role, email your CV to: [traineeship@tlcbexley.ac.uk](mailto:traineeship@tlcbexley.ac.uk)