



Established in 1825, BKT has built a strong reputation in the print industry. Based in Tunbridge Wells, we have a talented and dynamic team offering the complete marketing solution. Our services include: digital and litho print, direct mail, print management solutions, data management, marketing communications and fulfilment and logistics. We are committed to building solid relationships with our customers, suppliers and employees and strive to deliver excellent customer service.

**Date:** 27<sup>th</sup> March 2017

**Title:** **Sales Executive**

**Salary:** Negotiable dependant on experience and achievements

**Based:** Tunbridge Wells

**Effective:** Immediately

**Holidays:** 5 weeks per year

**Reporting to:** Business Development Director

The position will be based in a busy sales/production office

### **Job Description Duties**

The candidate must have proven sales experience preferably within the Print and Direct Mail industry.

The candidate will be responsible for:

- Achieving financial growth based on agreed targets.
- Creating and follow through pipeline
- Identify business opportunities, prepare presentations, negotiate and close business deals
- Maintain extensive knowledge of market conditions.
- Ensure clients are aware of all new products
- Working closely with Production personnel

### **Skills**

Networking, persuasion, prospecting, public speaking, research, writing, closing skills, motivation, identification of customer needs and challenges, professionalism CRM.

**Contact:** Send CV to: [Careers@bkt.co.uk](mailto:Careers@bkt.co.uk)