



## Sales Executive

### **Must have:**

The ability and desire to sell  
Excellent communication skills  
Strong commercial awareness  
A confident and determined approach  
A high degree of self-motivation and drive  
The ability to work both independently and as part of a team  
The capacity to flourish in a competitive environment

### **Role:**

A new role in a growing company, as Sales Executive, your role is to sell The Zest Group and the services and goods associated within; Zest Caterers, Zest Venues and Zest Event Hire as much as possible. The Sales Executive will manage relationships with clients and identify long and short-term sales opportunities. You will be dealing with a full range of clients from brides and grooms to blue chip event organisers, private parties to agencies. The customer experience is paramount and standards and quality of product are never to be compromised. Some long hours are probable.

### **Key responsibilities:**

Respond to and close incoming customer enquiries  
Maintain and develop relationships with existing customers  
Managing and exploiting the current company database  
Visit potential clients for new business  
Make accurate, rapid cost calculations, and provide customers with quotations  
Increase revenue and profit without compromising quality  
Represent The Zest Group at trade exhibitions and events  
Gather market and customer information and provide feedback on future buying trends  
Review your own sales performance, aiming to meet or exceed targets  
Liaise with all relevant departments over the life cycle of an event to enable them to meet the clients and Zest high standards

### **Based:**

Wrest Park - Bedfordshire and occasionally Bletchley Park – Milton Keynes



**Reports to:**

Sales Director

**Dress code:**

Business attire

**To apply:**

Please send a covering letter and CV to [info@thezestgroup.com](mailto:info@thezestgroup.com) with Sales Exec in the subject box. Please note only successful candidates will be contacted.