

## **Sales Executive**

**Your Own Brand Golf** is fast becoming a global leader in the design and production of bespoke golf accessories and gifts, giving a successful candidate the opportunity to aid in the delivery of products for household brands from all around the world.

This is a fantastic opportunity to work in a fun, energetic and fast-paced culture, for a business that is passionate, ambitious, and embarking on a journey that many businesses can only dream of.

**We have ambitious growth plans for the year ahead, and are now on the lookout for an energetic and talented Sales Executive to join our team!**

As a Sales Executive at Your Own Brand Golf, you will play an integral role in the continued success of the company. As a dynamic and confident communicator, you will react to incoming daily leads, there will be no cold calling, and you'll be fully supported by our in-house Artwork & Design specialists.

**What we're looking for:**

### **The successful candidate:**

- Come from a sales account management background in B2B sales
- Will be a vibrant, outgoing personality who possesses bags of enthusiasm and self motivation, have a natural born ability to generate relationships
- Be comfortable speaking to figures of all levels of seniority whilst also managing multiple workloads to help achieve targets
- Be an energetic, ambitious sales executive with a desire to learn, develop and take full ownership of converting qualified leads into sales
- Self-motivated team player that can exceed goals, with the ability to work on their own initiative whilst building positive and rewarding working relationships with both colleagues and clients
- An enterprising and results driven candidate with excellent communication skills. Flexible and able to quickly adapt to new situations using initiative and exercise sound judgement, whilst remaining resilient
- Excellent presentation, communication and negotiation skills with the ability to sell at all decision making levels
- Superb organisational skills to excel within a KPI/target driven environment
- Have the ability to manage leads through a CRM system such as Hubspot

### **The Role Responsibilities: [include but are not limited to]**

- Management of the Corporate, Retail and Personalised sales sectors for the business
- Monitor existing customer spending behaviours and engagement with customers by presenting offers to meet requirements
- Educating new and existing customers around our unique product range and sales tools

**Job Types:** Full-time, Permanent

**Salary:** OTE £50,000+ per year

**Location:** Sheffield, UK

**Schedule:** Monday to Friday (8.30am – 5pm)

Your Own Brand Golf  
Bryta Works  
Little London Road  
Sheffield  
S8 0UJ