

## **Job Advert – Membership Sales Executive Swindon and West Berkshire**

The Thames Valley Chamber of Commerce Group is expanding its sales team.

Do you have a minimum of 2 years full sales cycle experience? Are you a proactive sales person with a consultative approach? Do you have a proven track record of leading by example through adopting a mature sales approach and achieving above target sales results? Can you write and execute an efficient and effective sales and pipeline action plan? If so, a fantastic opportunity has arisen to work in our commercial development team.

The Membership Sales Executive is responsible for identifying, nurturing prospect Businesses and inviting them to join a subscription based membership.

You will be a self-starter, with responsibility for sales activity as part of one of the largest and most successful Chamber Groups in the UK, which represents the business interests across; Berkshire, Buckinghamshire, Oxfordshire and Swindon. [www.thamesvalleychamber.co.uk](http://www.thamesvalleychamber.co.uk)

If you would like to apply for this position please email your C.V to [jobs@tvchamber.co.uk](mailto:jobs@tvchamber.co.uk)

### **The primary focus of this role is to:**

- Proactively promote and sell the benefits of membership to Swindon and West Berkshire businesses
- Targeted and disciplined sales pipeline activity to increase sales performance over time
- Write and execute a sales and pipeline development action plan (membership sales plan)
- Work with other Chamber colleagues to build and maintain current membership proposition to support new sales activity on your territory
- Ensure that minimum targets and standards are achieved

### **Person specifications:**

- Must be new sales focused and not existing sales (no account managers please)
- A minimum of 2 years B2B full sales cycle experience selling to senior decision makers
- Able to work under own initiative with a proactive, can-do approach
- Good organisational skills and the ability to multitask in a busy environment
- Enthusiastic, motivated and results driven
- Excellent communication and inter-personal skills
- Full UK driving licence and access to a car
- Must have a UK work permit

### **The package**

£35k to £40k OTE in year one depending on performance