

Sales Executive (Water Hygiene)

We are looking for an ambitious, high calibre sales professional who shares our company values and can provide a critical function within our Sales Team to achieve on-going company growth and development.

You will often be the first point of contact for new business enquiries, so a friendly, welcoming, and professional approach is important to ensure that we give the right first impression and respond to every enquiry quickly.

In addition to handling new business enquiries, you will proactively manage your time across various workstreams within the sales function. Tasks will include preparing and chasing quotes and renewing contracts.

Reporting directly to the Head of Sales, the role requires a high level of personal organisation and discipline, taking ownership of tasks and targets. The right candidate will have a genuine interest in compliance and demonstrate the skills required to convey technical information clearly.

This is a full-time permanent position and office-based, however flexible and hybrid working will be considered following a successful probation period. You will be working at modern offices in the centre of Thornbury, parking is provided, with the town centre a short walk away.

We are offering a competitive salary plus profit-related bonus scheme, together with both technical and personal development and training to allow you to progress during your career.

Key Responsibilities

- Prepare, send, and follow up quotes working towards monthly KPI's
- Follow sales processes that require attention to detail
- Nurture good relationships with customers and colleagues
- Confidently handle inbound and outbound enquiries with new and existing customers
- Learn the key fundamentals of legionella control
- Contribute towards the output of the sales team shared mailbox
- Manage work and time effectively to ensure that deadlines are met

About You

- Focused on providing first class customer service
- Entrepreneurial spirit with talent, enthusiasm, and energy
- Happy to pick up the phone and talk to people
- Solution driven with the discipline to complete tasks and resolve problems
- Eager to convert quotes by building customer relationships
- Enjoy learning about new industries and becoming an expert in your field

Required Skills/Qualifications

- Minimum of 2 years of sales experience in a B2B role
- Proven track record of generating business
- Excellent administration and organisational skills
- High level IT skills in Microsoft office 365
- Ability to demonstrate technical understanding
- Post 16 qualification or degree in science, business or marketing

Core values

You must enjoy being an active member of a team, with a will-do attitude to getting work done and be someone who understands the value of trust and reputation. You must also genuinely have an interest and curiosity to learn about water hygiene and become a specialist in legionella control.

Package & Benefits

- £26k-£28k negotiable depending on skills and experience
- Profit related bonus scheme
- 28 days annual leave including bank holidays increasing with service
- Full statutory entitlements
- Hours - Monday to Friday 8.30 to 5pm 37.5 hours per week
- Full and on-going technical training provided

About Dantek

Dantek is an owner-managed family business that values work-life balance and fosters a collaborative work environment. We prioritise results and are committed to solving problems through effective teamwork. Your contributions are valued, and we encourage solution-based problem-solving.

Selection Process

Applicants apply via Indeed. Shortlisted candidates will receive an application form. Successful applicants will be contacted for a first interview via video, followed by a second interview at our office for shortlisted candidates.

If you're looking for a fulfilling sales career in water hygiene with a supportive and forward-thinking team, apply today!

For more information, please visit our website: www.dantek.co.uk