

TCMM shutter group

Self-employed Shutter Sales Consultants

We are in a period of rapid growth and are looking for ambitious self-employed sales people to drive this growth further. With prior success at over-performing within sales teams, you know what it takes to exceed targets. Using your excellent interpersonal and networking skills, you will forge strong relationships to influence and accelerate decision making. You will be accountable for delivering profitable revenue growth, generating new sales opportunities, converting sales opportunity pipeline and monitoring performance versus KPI's to achieve all targets.

Key Responsibilities

- Visit customers in their own home
- Carefully listen to their requirements
- Offer excellent design advice and take measurements
- Influence the customer to buy our shutters from you
- In addition to receiving fully qualified opportunities, you will top up by generating your own leads

Required Skills

- B2C sales experience, with emphasis on selling short sales-cycle solutions and a proven track record of consistently surpassing sales goals
- Experience with new and existing business development and maintaining relationships
- Minimum 2 years B2C inside sales experience is strongly preferred
- Ability to quickly learn, understand products and solutions as well as convey short value propositions
- Excellent verbal and written communication skills
- Ability to effectively utilise TCMM internal enablement systems, tools and processes
- Self-driven, disciplined, collaborative sales professional who consistently demonstrates resilience and a commitment to help others succeed through an ability to listen and understand other points of view
- Experience within the home interiors or window coverings sector advantageous, but not essential.

What we'll provide

- Unparalleled training from a leading industry expert
- Sales tools (sales demonstration bag, tablet)
- Inside sales support
- Fully qualified opportunities
- Uncapped commission with realistic first year earnings of £60k+
- Extra commission for self-generated leads