



Job Title:	Field Sales Executive
Department:	Commercial
Base Location:	Tewkesbury
Hours:	37.5 hours per week
Relationships:	Customers and Internal Departments
Responsible to:	Commercial Support Officer
Responsible for:	None

JOB DESCRIPTION

Established in 1938, Cotteswold Dairy is one of the UK's leading independent, family-owned dairies. We support local farmers and communities by delivering the freshest, finest quality products and first class customer service.

Team Cotteswold:

At Cotteswold Dairy we recognise that we will achieve far greater success working as a team, with empathetic people management and valuing each other, our staff and our customers.

The aim of 'Team Cotteswold' is to give a disciplined and determined effort to value everyone and everything and as a consequence make the Company the first preference for employees and customers alike over the long term.

The Team Cotteswold Purpose:

Being at the heart of a responsible and sustainable dairy community

Overview:

Main Duties & Responsibilities:

- Targeted doorstep canvassing promoting our local doorstep delivery service.
- Brand ambassador for our Business, sharing our company story and values with our target audience in a professional manner.
- Communicating our services and products to potential customers with your extensive knowledge of our product range and service network.

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Cotteswold Dairy



- Recognising objections and steering the conversation to overcome them with the Companies positive approach.
- Taking new customer details and communicating them to relevant departments for processing.
- Travel to and from target locations.
- Working to sales targets and pre-approved plans.
- Following our guidelines and procedures.
- Any other duties as assigned by Senior Team

Skills (Essential):

- High levels of self-motivation and a positive outlook
- DBS check to be completed (company will support this)
- Quick, willing learner who is able to work on own initiative
- A strong communicator with the ability to influence and build relationships at all levels
- Positive attitude possessing high levels of commitment and motivation
- Confident when engaging with the public and speaking to new people
- Able to multi task and problem solve
- Trustworthy and high work ethic
- Hold a full UK driving licence
- Previous sales experience would be advantageous

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