



<b>Job Title:</b>	Field Sales Executive
<b>Department:</b>	Commercial
<b>Base Location:</b>	Shropshire Depot
<b>Hours:</b>	37.5 hours per week
<b>Relationships:</b>	Customers and Internal Departments
<b>Responsible to:</b>	Depot Manager & Field Sales Team Leader
<b>Responsible for:</b>	None

---

## The Team Cotteswold Purpose:

Being at the heart of a responsible and sustainable dairy community

## JOB DESCRIPTION

### 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.
- 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

Purveyors of **Quality Products** with **First Class Service**



## **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

Purveyors of **Quality Products** with **First Class Service**

Registered Office: Cotteswold Dairy Ltd Dairy Way Northway Lane Tewkesbury Glos GL20 8JE  
**Telephone** 01684 298959      **Facsimile** 01684 274994      **Website** [www.cotteswold-dairy.co.uk](http://www.cotteswold-dairy.co.uk)  
Registered in England No. 447327