



Job Title: Field Sales Executive
Department: Commercial
Base Location: As specified in your Contractual Terms
Relationships: Customers and Internal Departments
Responsible to: Field Sales Supervisor

The Team Cotteswold Purpose:

Being at the heart of a responsible and sustainable dairy community

JOB DESCRIPTION

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
- 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

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

Cotteswold Dairy



- 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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