

Apollo Aerospace Components is a growing Aerospace Distribution business. We are seeking a highly motivated person to join our team.

The Role Encompasses:

- Response to customers' price and delivery requests
- Identification of new business opportunities and generation of new leads through research
- Nurturing and growing of new and existing accounts in accordance with the organisations ambitious plans for growth
- Achievement of sales targets for the quarter
- Participation in customer meetings and visits across UK, occasionally Europe
- Sourcing of product and obtaining of prices from the international supplier base
- Ensuring that customers' orders are fulfilled on time

Role requirements:

- Excellent communication skills
- Capable of listening and understanding customer needs
- Ability to develop long term relationships
- Commercial awareness
- Self-motivated and able to work within the priorities established by your manager
- Ability to manage multiple project proposals combined with prospecting - short - medium- and long-term pipeline
- Effective time management
- Excellent organizational, planning and reporting skills.
- High level numeracy and literacy
- Strong negotiation skills
- Knowledge of all Microsoft products
- Prior sales experience with a proven track record of success

This role is based in the UK or Poland