

## Job Description

---

### Sales Executive

#### **Description**

The Sales Executive will sell and develop LéSimone's range of branded beauty products to a full range of prospects in an external sales position in the territory given

#### **Objective**

To build sustainable profitable sales revenue for LéSimone

#### **Key Responsibilities**

- Achieve all agreed targets (targets detailed separately for each new year)
- Identify Sub-distributors, B2B, and B2C prospects within territory as agreed
- Cross sell cosmetics, fragrances, skin and hair care and other products as agreed
- Develop strong relationships with clients and key decision makers so that LéSimone becomes their preferred supplier for branded beauty products
- Record and manage sales activity on our CRM system in a format that is consistent with current procedures
- Determine and record competitor activity and other data as agreed
- Correspond with customers in a professional way, using a high standard of English and in a format that is consistent with our visual standards
- Produce all other administration required by the job on time in a format that is consistent with current procedures
- Report on time as and when required
- Assist with alternative administration as and when required

---

## Person Specification

#### **QUALIFICATION**

- Business or Marketing degree preferred

#### **EXPERIENCE**

- 1-3 years in sales or business development
- Selling to both to B2B and B2C (ideally supermarkets, trading companies, pharmacies, salons and stores)

#### **KEY COMPETENCIES**

- Respects and frequently demonstrates our values
- Computer literate (at least intermediate level in MS Office)
- Disciplined organizer able to prioritize and has great time management
- Excellent communicator (written and verbal)
- Great at connecting with people and building lasting relationships
- Uses own initiative, is creative and innovative
- Works well under pressure, by self as well as with a team
- Results orientated and achieves targets
- Team player