

# Vacancies

**Job Title:** Internal Telesales & Marketing Executive – Electrical Wholesale

**Location:** Princes Risborough

**Salary:** £24,000

**Type:** Full time & Permanent

## About iLECSYS Ltd

We are the UK's leading independent distributor of enclosures and electrical components, established for over 25 years. We pride ourselves on delivering excellent service and value to our trade customers throughout the UK.

We are a proactive company and have a great team environment. Our head office in Princes Risborough is a purpose-built facility which includes distribution, our in-house engineering and manufacturing plant. We have two further branches in Chessington and Stockport.

## The Role

We are now looking to recruit a tele-sales and marketing executive to join our head office in Princes Risborough. You will have excellent sales / telesales experience, having worked in a similar role. Full product training will be given to the right person. However, the focus of this role will be to generate new accounts to pass on to our sales team, re-engage with dormant accounts and to work with the Marketing Manager to organise and send CRM activity.

- Outgoing sales calls to maintain existing customers and gain new ones.
- Following up on quotes supplied by the sales team with the goal of securing orders and sales.
- Achieve agreed revenue targets and new account acquisition.
- Working with the Sales Manager and Marketing Manager to segment and prioritise the customer database.
- Managing the CRM database to ensure compliance and that data is updated.
- Working with the Marketing Manager to organise and send follow up emails and introductions.
- Engage with customers and develop good working relationships to grow the business.
- Identify key accounts and work with the Sales team to grow those accounts.
- Pass on order requests and quote requests to the Sales team.
- Work with the Sales team to ensure that quotes and orders have been completed and processed in order to deliver exceptional end to end customer experience.

# Vacancies

## About You

You will be self-motivated, proactive and have a passion for sales and relationship building. You must be able to demonstrate a strong and results driven sales ability. Excellent communication skills are essential and plenty of energy to drive this role forward. You will be organised and be able to keep records and work across different systems and platforms.

- Intermediate knowledge of IT packages, platforms and systems
- Previous experience of electrical wholesale an advantage
- Passionate and motivated and the ambition to develop your skills and the role
- Good confident telephone manner
- Excellent customer service
- Reliable and flexible attitude to work
- At least 1 years B2B sales experience
- Excellent spoken and written English

## The Package

- Competitive salary package
- Great working facilities
- 22 days holiday plus bank holidays
- Hours of work 8.30am – 5.30pm
- Contribution to Group Personal Pension Scheme

If you feel that you have the right skills and experience and that you would fit into our enthusiastic and proactive team then apply now by submitting your CV to [applications@ilecsys.co.uk](mailto:applications@ilecsys.co.uk) and a quick paragraph as to why you will be the successful candidate.

# Vacancies

**Job Title:** Industrial Electrical Internal Sales - Stockport

**Location:** Bredbury, Stockport

**Salary:** Competitive

**Type:** Full time & Permanent

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## Positions Vacant

An exciting opportunity has arisen for a motivated Internal Industrial Electrical Sales person selling industrial control gear and enclosures from our office in **Bredbury, Stockport**. This is a full-time permanent position.

The successful candidate will possess good knowledge of industrial control gear and will thrive on account management together with business development. Ideally you will already have established relationships with customers and suppliers in the industry. You will be confident on the telephone and have good computer skills

You will demonstrate a 'can-do' approach to your work and be able to solve problems and provide practical solutions to customers.

To express an interest in the above positions please send your CV and a covering email to [applications@ilecsys.co.uk](mailto:applications@ilecsys.co.uk)

If you work in the Industrial Control Gear market and looking for a new challenge, please do get in touch. The vacancies above are specific requirements that we have. However, we will always look to incorporate additional staff if we feel they would bring a new dimension to our company or add significantly to our core business.

If you do not hear back from us within 5 working days, it means that you will not have been selected for the next stage in our recruitment programme.

**This page was update on 15th August 2019**

# Vacancies

**Job Title:** Van Driver

**Location:** Chessington

**Salary:** £23,000 to £25,000 dependent on experience

**Type:** Full time & Permanent

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## The Role

- Delivery of product orders to iLECSYS and third-party customers.
- Checking to ensure that orders have been correctly picked, packed and labelled.
- To load deliveries onto the van in an organised way.
- To complete all delivery paperwork in full.
- Determining most efficient route for delivery of consignments.
- Making deliveries on behalf of other departments when required. To ensure a high level of customer care is maintained and that this is always conducted in a courteous manner.
- To maintain the company vehicle in accordance with the servicing schedules. The vehicle must be kept in a satisfactory road worthy condition at all times.
- The vehicle must be kept clean and tidy both inside and out at all times. Any defects must be reported immediately.
- To comply with the laws of the road, drive carefully and considerately at all times and hold a current clean driving licence. To report any endorsements to your manager.
- To ensure that all locks and secure storage areas of your vehicle are in good working order. Any faults must be reported immediately, and arrangements made for repair at the earliest opportunity.

# Vacancies

## About You

- Full clean UK driving license for 2 years.
- Over 21 years.
- Excellent communication and customer service skills.
- Good time management and organisation skills.
- Ability to work on own initiative and able to solve problems.
- Attention to detail, efficient and accurate at work.

## The Package

- Competitive salary package
- Great working facilities
- 22 days holiday plus bank holidays
- Hours of work 8.30am – 5.30pm
- Contribution to Group Personal Pension Scheme

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