

Job Description

Job Title: (Graduate) Sales Executive

Holiday Allowance: 26 Days + Bank Holidays

Location: Borehamwood, Hertfordshire

Competitive Salary and Bonus Structure

Working Hours: 08:30–17:30, Monday – Friday

About Your Refreshments Ltd:

With decades of collective vending industry experience, Your Refreshments is an independent, family-owned, and operated provider of food and drink solutions for clients in London and the surrounding areas. Enjoying long-standing business relationships with the leading manufacturers and brands, the business is going from strength to strength whilst pursuing ambitious growth plans.

About the role:

Your Refreshments Ltd are seeking an ambitious Graduate to join our business as an Account Executive. This is an exciting new role that sits within the New Business Sales & Marketing department. The successful applicant is a motivated and dynamic individual, with the desire to progress their sales career at pace. You will be developed and supported by a team of people that are experts in the industry, and their respective disciplines.

The Graduate Account Executive is primarily responsible for identifying and qualifying new business opportunities from several sources, including but not limited to:

- Target market data on the company CRM – which requires nurturing, updating and enrichment.
- Self-Generated activity, such as social media networking and industry events
- Marketing qualified data and booking inbound lead enquiries.

The successful applicant will be joining an exciting new business that has ambitious plans to grow and wants you to grow with us! To achieve this, you will receive professional sales training from day one, whilst being immersed in a collaborative environment where every member of the team is keen to support your learning. The opportunities with Your Refreshments are limited only by your appetite to learn, grow, and succeed.

The Graduate Account Executive can earn commission from sourced opportunities and bonuses available for the achievement, and over-achievement of set targets. Access to a company car scheme will be available upon the successful completion of a probationary period.

Your Refreshments has ambitious growth targets in all areas of the business. The Graduate Account Executive will step into a demanding role that is fundamental to our growth strategy. In return, Your Refreshments offers an environment that is fun, rewarding, and focused on your career progression.

What we are looking for:

At The Graduate Account Executive must rise to a challenge and have the resilience to keep pushing, whilst lifting others along the way. Characterised as:

- Exceptional telephone manner and the ability to understand and accurately capture key information during cold call sessions.
- Meaningful qualification of target market accounts on the database
- An ability to manage several important tasks across the working day.
- Hardworking, professional, organised, resilient and consistent.
- Competitive and results driven.
- Positively and meaningfully contributing to the team culture.
- Attention to detail and an innate ability to feel opportunities.
- Diligent management and administration of CRM data
- Sets the standard each day! Demonstrating a commitment to the role, targets, and colleagues, always

Requirements:

- Undergraduate Degree, ideally with a minimum 2:1 classification
- Passionate about a career in sales
- Wants to learn, grow, and improve their skills, every day.
- Expert proficiency in the English language, both written and verbal
- Excellent analytical and communication skills
- Full UK Driving license.
- Successful completion of CRB check
- Minimum of 2 References from prior employment/study
- Commutable to the Your Refreshments offices in Hertfordshire and London

- Highly IT literate and interested in using new technologies.
- An understanding of the refreshment, vending, coffee, or facilities industry is an advantage.
- Enjoys working in a fast-paced environment that is focused on growth and development.

If you believe you have what it takes, we would like to hear from you!