

## **Internal Sales / Spares Operative**

### **Job Summary**

Turbo Systems Ltd is a long-established and industry renowned food processing equipment manufacturer that is looking for an internal sales / spare operative to work inside our busy sales office based in Hull.

### **Responsibilities and Duties**

- Processing spares orders on Sage.
- Quoting spare parts
- Quoting basic machinery.
- Processing machinery orders.
- Developing new sales opportunities using outbound cold emails, cold calls and lead follow-ups
- Communicating with customers to understand their needs and requirements and identify sales opportunities
- Answering customers' questions, resolving their concerns, and providing additional information via calls and emails
- Explaining and demonstrating the functions and features of products and services
- Maintaining and improving our databases
- Researching for new leads
- Keeping up to date with product and service information and competitor offers
- Upselling products and services
- Taking and transferring phone calls.

### **Qualifications and Skills**

- Computers literate.
- Sales experience desirable.
- Diligent.
- Hardworking.
- Reliable.
- Ability to work independently using own initiative as well as part of a team.
- Though not essential, experience with Sage would be preferable.

### **Salary**

- Negotiable, dependent upon experience.