



Stocksigns

JOB DESCRIPTION

Job Title:	Telesales Account Manager
Reporting to:	Sales Office Manager
Purpose of Job	
Develop an account base of customers, providing the highest levels of service supplying standard Health and Safety Signs as well as bespoke signage quotations. Consistently delivering an excellent service along with high quality products will be the key to success. Ultimately achieving the weekly, monthly and annual sales targets is the aim of the role.	
Key Responsibilities	
<p>Developing and proactively managing a portfolio of customers is the primary function of this role. This will be delivered by ensuring:-</p> <ul style="list-style-type: none">• All leads and enquiries are qualified, quoted and confirmed promptly and professionally.• All orders are delivered 'Right First Time'• All customer queries and complaints are dealt with efficiently and effectively. <p>To ensure the business runs effectively, the individual will:-</p> <ul style="list-style-type: none">• Liaise directly with the Technical and Production teams• Support Marketing initiatives to generate fresh leads and enquiries• Look to develop a broad understanding of both the sign & display marketplace as well as the product range offered.• Support the initiative to make Stocksigns a "Great Place to Work"	
Person Specification	
Qualifications	Min A-C English and Maths.
Experience	A minimum of 2 years Account Management/ Telesales experience, gained within the signage industry. They must have a proven sales track record.
Skills & Abilities	High attention to detail. Computer literate and competent in using Outlook, Microsoft Excel and Word. They must also have the ability to prioritise.
Personal Qualities	The individual should be highly organised and customer focused. They should have the ability and desire to embrace a multitude of tasks on a daily basis. They should have a can-do attitude and the ability to bring the best out of those around them.



About Stocksigns

We're very proud of our industry reputation, and of the people who helped us build it.

Known for 60 years of sterling experience, we'd love to tell you more about our history, practice and ethos.

History

Starting life as a screen-printing company, over 60 years we have become the go-to company for the very latest in signage and digital printing.

People

Our passionate, dedicated and wonderful people are at the centre of everything we do. Our stated aim is to make Stocksigns a Great Place to Work for all its employees.

In-house experience

All of our departments are expertly trained in the latest industry innovations – from keeping up to date with legislation to new developments in digital printing. We have in-house experts in design, site surveys, production and signage installation.

Accreditation

Stocksigns is a member of RoSPA and the HSSA and our signs are ISO 7010 compliant.

After 60 years Stocksigns continues to provide their customers with a total signage solution.