

Sales Executive – Pallet & Packaging

Contract: Full time, permanent.

Location: Based at one of our sites in England.

James Jones & Sons Ltd is a 5th generation family business and one of the UK's largest and most progressive timber processing companies with core activities in timber harvesting, sawmilling, pallets & packaging, and distribution. We operate from 24 sites across the UK, 11 Australian and 2 New Zealand sites and employ over 2,100 people. In the UK, we operate seven sawmills throughout Scotland and the North East of England: an engineered wood manufacturing plant in the north of Scotland and pallet and packaging operations at 14 sites across the UK. We produce high quality, British grown timber for the UK construction, landscaping, and agricultural sectors; market-leading JJI-Joists for the housebuilding and construction markets and pallets and packaging for blue chip domestic and exporting businesses.

The pallet and packaging operation within the James Jones Group manufactures up to 7 million new pallets per annum and repairs up to 30 million pallets a year, at 14 sites across the UK. This division has some of the most advanced pallet manufacturing facilities in the UK, a national distribution network and offers a complete range of pallets and specialist timber packaging. Our customers include all the major pallet pools and blue-chip companies including automotive, engineering, construction, pharmaceutical and retail businesses.

For further information on James Jones & Sons Ltd, visit www.jamesjones.co.uk

Main Duties

- Create and implement a business plan to maximize sales and always deliver excellent standards of customer service & support.
- Tailoring appropriate solutions to meet clients' needs whilst developing and maintaining a strong knowledge of all packaging solutions.
- Handling a large volume of customer enquiries, providing prompt quotations, and closing sales.
- Working as part of a team to achieve targeted results, analysing sales, and preparing reports.
- Monitoring optimal stock levels and progress to purchasing stock as required.
- Technical and after sales support services.
- Travelling within the UK to visit clients and prospective clients.
- Maintain strong sales administration including use of CRM to follow up all leads, enquiries/quotes.

Key Skills

- Full UK Driving License.
- Proven sales history and the ability to achieve set targets.
- Good administrative, organizational and time management skills.
- Excellent selling, negotiation, and communication skills.
- Ability to work both independently and within a team environment.
- Competency in Microsoft applications and CRM practices.
- Effective communicator with friendly disposition and good customer service skills.

The package

- Salary – up to £45,000 depending on experience.
- Bonus – up to 10% of salary.
- Enhanced pension scheme – 3% enhanced employer contribution.
- Car, Mobile phone, and laptop.
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Applicants must be able to provide eligibility to work in the UK without the need for sponsorship.

Please send your CV to:- Donna O'Connor, Human Resources Manager, James Jones & Sons Ltd, Broomage Avenue , Larbert, FK5 4NQ or email recruitment@jamesjones.co.uk