

Internal Sales Specialist

Glasgow

Would you like to join a forward-thinking company that invests in people and their development? After the successful launch of our tele-marketing Customer Support Centre in 2020, we are recruiting for an Internal Sales Specialist based within our regional branch in Glasgow. The use of tele-marketing in our trade is an innovative and timely strategy that, in these difficult times, has proven to be a great addition to our business.

The role of an Internal Sales Specialist is to promote, develop and maintain the sales of our product portfolio and associated services by means of the telephone.

Your main duties will be to:

- Pro-actively develop sales and help increase market share for the supply off the Mitsubishi Heavy Industries air conditioning product range, Fridgesplits, refrigerant and refrigeration equipment to engineering companies within the refrigeration and air conditioning trade
- Once business is secured, you will maintain contact with customers through our sales processes
- Acquire the necessary selling skills, product knowledge and understanding of company policy to present the correct information during a sales call (training will be provided)
- Process sales from initial quotation through to placing the order on our systems for delivery, thus maintaining service levels to your customers

The ideal Internal Sales Specialist will be a flexible person who enjoys working as part of a small team and is excited by the prospect of developing their own customer base. You will need to have the following skills and experience:

- Confidence on the phone, combined with tenacity and a sense of achievement when an order is secured
- Previous experience in a customer service, sales or telemarketing role is preferred
- Excellent numeracy, accuracy, literacy and communication skills
- Good knowledge of Microsoft systems; Excel, Word and Outlook in particular

Beijer Ref UK & Ireland is a leading group of refrigeration and air conditioning wholesalers with 47 branch outlets and utilises two distribution centres for centralised stocks. There are 4 wholesalers within the group; Dean & Wood Ltd, HRP Ltd, RW Refrigeration Wholesale Ltd and DWG Refrigeration Wholesale Ltd (Ireland). Also within the group is our MHI (Mitsubishi Heavy Industries) air conditioning business and Beijer Ref Refrigerants.

Please apply, enclosing your current CV and salary expectations, and detail in the application how your experience and skill set will help you in this role.

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