

Job Title: Sales Executive

Location: Remote, UK based, with up to 4 days per month in office at Absolute HQ, Devon.

Salary: To be determined based on experience

Job Type: Full-Time

Company Overview:

Absolute is a leading designer and manufacturer of museum-grade equipment for the cultural and design sectors, specializing in delivering tailored solutions to museums, galleries, designers, contractors, and architects for displaying, protecting and explaining artworks and exhibits. We are passionate about contributing to the success of cultural projects worldwide, and we are looking for an enthusiastic sales executive to join our team and drive sales growth.

Role Summary:

We are seeking a dynamic and enthusiastic Salesperson to join our team. The ideal candidate will have a passion for art, culture, and museums, coupled with a proven ability to build strong client relationships and a love of sales. You will play a crucial role in expanding our client base, nurturing existing partnerships, and promoting our product range to professionals primarily in the cultural sector.

Key Responsibilities:

- Conduct proactive outreach to potential clients, including predominantly museums, galleries, designers, contractors, and architects.
- Develop and maintain relationships with existing clients to identify opportunities for upselling and repeat business.
- Plan and execute client visits, primarily domestically, although sometimes internationally, to understand their needs and showcase our product range.
- Attend industry events, trade shows, and exhibitions to network and generate leads.
- Collaborate closely with internal teams, including marketing, sales admin and product development, to ensure alignment with client needs and project goals.
- Maintain accurate records of all client interactions and sales activities in the CRM system.
- Provide excellent customer service, acting as the primary point of contact for client inquiries.

Skills and Qualifications:

- Interest in or understanding of art, culture, and museums is essential.
- Previous experience and success in sales or account management in a B2B environment.
- Strong interpersonal and communication skills, with the ability to build rapport quickly.
- Tactful Sales and communication style: To suit our brand and our clientele, rather than a pushy or forceful sales manner, instead needs to be more refined, professional and thoughtful in approach.
- Enthusiastic, self-motivated and results-driven, with a track record of meeting or exceeding sales targets.
- Confident with using LinkedIn for prospecting, lead generation and relationship building.
- Willingness to travel frequently to visit clients and attend industry events.
- Proficiency with CRM systems and Microsoft Office Suite.
- A valid driver's license and the ability to travel internationally.

What We Offer:

- Flexible, remote working.
- Competitive salary with performance-based incentives.
- Opportunities for professional growth and development within a creative and dynamic industry.
- A collaborative, friendly and inclusive work environment that values creativity and innovation.

Application Process: Interested candidates should submit their resume and a cover letter detailing their relevant experience and qualifications to jade@absoluteproduct.com by 31.01.25.

Absolute is committed to fostering a diverse and inclusive workplace and encourages applications from all backgrounds.