



## Job Description

### Field Sales Executive – Dash Express

Ref: 164 - 01

#### Overview

The Dash Group, based in Redruth, provides a diverse range of services to businesses and consumers. Dash Logistic Services offers distribution, fulfilment, vehicle hire and sales and self-storage throughout the South West and beyond, Dash Convenience Stores serve local communities in Cornwall and DWN supplies maps and other fast moving goods to retailers and consumers across the UK.

We are looking to recruit a Field Sales Executive to play a key role the development of our APC Overnight business providing a prompt and professional service to both new and existing customers. This role will report to the Head of Division and involve taking responsibility for the development of the business, working to growth and retention targets whilst adhering to KPIs.

#### Main Duties & Responsibilities

- Gather comprehensive information relating to potential new business opportunities
- Contact potential customers to gain appointments
- Prepare proposals and presentations for new customers.
- Achieve weekly, periodic and annual targets for growth and retention
- Monitor performance of new customers to ensure they trade to agreed profile. Agree and deliver action plans if variances occur
- Monitor profitability of your portfolio customer base and take steps to improve if profitability is not at an acceptable level
- Contact existing customers at regular intervals to identify additional revenue streams
- Achieve 95% retention for account portfolio
- Complete annual price increases (API's) for all accounts within your portfolio
- Visit new and existing customers on a daily basis to ensure that service levels and customer requirements are being maintained.

#### Person Specification

##### Essential

- Full UK driving licence
- Excellent communication skills
- Self motivated with the ability to work under pressure

*Email* [contact@thedashgroup.co.uk](mailto:contact@thedashgroup.co.uk) *Telephone* 01209 313130 *Website* [www.thedashgroup.co.uk](http://www.thedashgroup.co.uk)



**Dash Group (SW) Ltd**  
Barncoose Industrial Estate, Redruth, Cornwall, TR15 3RQ  
Incorporated in England. Registered No.7909246

- Previous experience of generating leads and closing deals
- Strong negotiator
- Product and market knowledge within the parcel industry
- Confident with figures

## Further Information

Reporting to:	<b>Head of Division - Dash Express</b>
Based:	Redruth Site (TR15 3RQ)
Hours of Work:	This is a full time salaried position.
Salary:	£20k plus competitive commission package. OTE £25k+
Holiday Entitlement:	5.6 weeks per year (including Bank Holidays).
Start Date:	Immediate

## Applications

In writing only with a covering letter, including salary details and CV, to [jobs@thedashgroup.co.uk](mailto:jobs@thedashgroup.co.uk) .

Please quote the reference number on your application.

**Please note that we cannot accept applications without a covering letter.**

---

*Email* [contact@thedashgroup.co.uk](mailto:contact@thedashgroup.co.uk) *Telephone* 01209 313130 *Website* [www.thedashgroup.co.uk](http://www.thedashgroup.co.uk)



**Dash Group (SW) Ltd**  
Barncoose Industrial Estate, Redruth, Cornwall, TR15 3RQ  
Incorporated in England. Registered No.7909246