



### Overview

CRS Document Solutions are looking to bring on a New Business Sales Executive to join our small, professional and ambitious team, selling recognized global brands. On offer is a **competitive package of company car, salary and uncapped commission structure.**

### Vacancy

We are currently going through an exciting rebranding\*and expansion plan. As a result, we are looking for proactive people with a passion and flair for New Business Sales, to develop the Oxfordshire and Berkshire post codes we cover. As a Sales Executive, your duties would include

- Develop and maintain knowledge of company processes, services and products, keep abreast of the latest technologies and dynamic new products being able to demonstrate these to the clients
- Meet minimum activity targets in order to generate customer meetings.
- Evaluate prospects needs and build productive, long term sustainable relationships with key staff and decision-makers
- Present our solutions, negotiating prices to obtain required profit margin. In doing so you will take advantage of our lucrative new business commission structure
- Generate your own client database within your assigned territory, to ensure pipeline levels allow monthly and annual profit targets to be achieved.
- Maintain Outlook / CRM calendar details. (to accurately manage and forecast sales revenues & profit)

### Candidate Profile

- Territory Sales Executive, Ideal residence would be within 30 miles of our Abingdon Office
- Full UK driving license.
- You would be expected to be comfortable within an IT environment, having proficient Microsoft Office / PC skills.
- A minimum of 1 years' experience in a B2B sales role is required, however strong candidates without this will be considered.
- Amongst your skill set should be strong verbal communication, backed up with good written and presentation skills. Motivation, drive, integrity and excellent attention to detail should also be key attributes.

### Benefits

- Competitive salary (*starting salary negotiated based on experience*)
- **Uncapped commission structure**
- Supplier reward schemes
- Company car
- Annual 20 days' holiday plus 3-day Xmas shutdown

- Company contributory pension scheme,
- Lap top and mobile phone
- Free onsite parking
- Onsite refreshments.

### **Development & Career Progression**

This will be a challenging role but also enjoyable in a supportive environment. Product training and sales courses are provided by our key partners. In house / on the job training will be ongoing, together with mentoring support from current Account Managers. Successful people in this role will be considered for vacant Account Manager / Senior Account Manager roles.

### **Additional Information**

CRS Document Solutions\* is the new brand name of Copy Right Systems Ltd  
<http://www.copyrightsystems.co.uk/>

### **About CRS Document Solutions**

Copy Right Systems Ltd (CRS Document Solutions) is an independent company based in Oxfordshire, that has been established for over 20 years. Our partners are Kyocera, Konica Minolta, Sharp & Fujitsu, whose hardware, together with a number of global software brands, we use to provide tailored solutions to clients in both the commercial and educational sectors.

To apply or for further details, please email your CV to:  
[john@crsoxford.co.uk](mailto:john@crsoxford.co.uk)

**NO AGENCIES !**

