

EcoCarriers Bury St Edmunds

Sales Executive



Job description

EcoCarriers BSE is an award-winning not-for-profit social enterprise that is on a mission to reduce CO2 emissions in our town by promoting and facilitating bicycle use over cars and vans for local trips. We run a commercial zero-emission courier service alongside a number of community projects such as the Bike Train for schools, Active Travel Forum and Bike Library.

We seek a talented sales executive who shares our aims and our principles (of honesty, openness, social responsibility and caring for others) whilst increasing the customer base for our courier service, and driving up sales. You will be a key part of the management team and help us to analyse the needs of customers, research the market and related products and present products or services to customers in a professional manner.

This is a part-time temporary post, initially for 3 months of 12 hours per week at £12.50 an hour.

Duties and responsibilities

Your primary duties will include approaching prospective customers, winning new clients, maintaining good relationships with businesses and setting sales goals.

You will be responsible for negotiating sales, costs, deliveries and specifications with business executives. Your other duties and responsibilities will include:

- Identifying prospective clients
- Negotiating terms of sales and agreements and closing sales with customers
- Gathering market and customer information to figure out the customer needs
- Responding to customer queries and resolving their objections to get them to make a purchase
- Working with the EcoCarriers directors to improve our offer
- Creating proposal documents as part of the formal bidding procedure
- Report to and liaise with EcoCarriers BSE directors, in particular Libby Ranzetta (Chairman) and Ian Campbell (Finance Director)

You will use your initiative to arrange meetings with clients, respond to emails and telephone calls and meet with clients face-to-face as appropriate. We do not have an office base at present, but hold team meetings in central Bury St Edmunds. You will be working in the field and from home.

Eco Carriers Bury St Edmunds Ltd is a Community Benefit Society registered with the Financial Conduct Authority (no. 8812)
e: hello@ecocarriersbse.co.uk t: 01284 413441 w: ecocarriersbse.co.uk



Skills, experience and personal attributes

You will be able to work in both Business-to-Business (B2B) and Business-to-Customer (B2C) sectors. Skills and qualifications include:

- Excellent verbal and communication skills
- Good listening skills and attention to details
- High level of resilience and the ability to handle rejection well
- Excellent interpersonal skills and the ability to flourish in a competitive industry
- A great sense of self-motivation, ambition and determination
- Ability to achieve desired results both individually and as a part of a team
- Excellent presentation and negotiation skills
- Good self-management skills and ability to prioritise tasks effectively
- Commitment to EcoCarriers aims and principles

Ideally you will get about town whilst on business on foot, bicycle and/or one of our e-cargobikes.

Further information and to apply

Please send your CV and details of how you meet the job description to Libby Ranzetta, hello@ecocarriersbse.co.uk

Call Libby on 01284 413441 or 07902 477833 if you have any queries at this stage.

Ideally the right person will be able to commence the role in April 2024.



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