



### **Sales Executive/Client Consultant**

Are you passionate about the marine industry and excited about the opportunity of promoting Luxury motor boat brands?

Would you love to work for an award-winning boatbuilding company based in waterside offices near Falmouth, Cornwall - the perfect destination for sailors, surfers and beach lovers?

Cockwells is globally respected and at the forefront of designing and building luxury motor launches and Superyacht tenders.

We're looking for a Sales Executive/ Client Consultant to work alongside the Sales Director assisting in the sales process, supporting the departments administrative needs and establishing positive client relationships through efficient customer service assistance.

This role would suit a sales executive who is professional, great at multi tasking and accustomed to a fast-paced environment. A background in yachting and brokerage experience would be a great advantage and the ability to travel overseas is a necessity.

This is a full-time role, working 40 hours per week, mostly Monday to Friday however there will also be some UK and overseas travel and it will be necessary to work some weekends.

### **Main Duties & Responsibilities**

- Assist the Sales Director in all aspects of sales and business development
- Responding to sales enquiries and assisting with the sale process initially alongside the Sales Director with the view of managing the whole sales process after product training
- Manage an ongoing pipeline of projects from start to finish
- Using Cockwells' CRM system to log enquiry details, etc follow up on ongoing quotes and opportunities on both a proactive and reactive basis
- Keep up to date with the Production Schedule for current/future builds and delivery dates and maintain the information provided by the Production Director whilst also communicating this through to clients
- Update Client Contracts/Specifications/Price Lists regularly
- Liaise with our overseas dealers
- Work collaboratively with the marketing department to generate new leads and sales
- Work alongside Marketing on tasks such as Boat shows (organise boats to exhibit), company events, etc
- Assist in creating a board report and presenting the information

### **Essential skills/ experience**

- Must have experience in sales with the ability to manage an opportunity from initial enquiry through to tender stage, delivery and completion
- Ideally have had exposure to the marine industry
- The candidate must be well organised and proactive with the ability to prioritise workload
- Excellent attention to detail and customer care is essential
- Must have strong communication skills, both written and verbal
- Ideally will have CRM experience

- A strong working knowledge of all major Microsoft software (EG Word, PowerPoint, Excel, Outlook)
- The ability to work as part of a wider team but with the capacity to plan and operate as an individual
- Full driving license
- Ability to travel overseas.

**Desirable skills**

- Have some understanding French/Spanish/German languages

**Location**

Predominantly based at our Falmouth and Mylor offices. You should be flexible to work at either location, and travel within the UK and overseas when required.

**Salary**

Salary is negotiable and will depend on experience. We imagine it to be in the range of £27,000-£30,000 per annum with the potential of a sales bonus. We are interested in hearing from both those relatively new to the industry (must have some sales experience) as well as those who may be highly experienced sales personnel. The salary will very much reflect the skills and experience of the applicant. Most importantly we will be looking for someone who is passionate about our product.

**Interviews**

Interviews will take place as and when suitable applications are received.

**How to apply**

Please submit a covering letter along with your CV clearly stating your suitability for the role, salary expectations, current notice period and location to [recruitment@cockwells.co.uk](mailto:recruitment@cockwells.co.uk)

**Please note you must have the right to work in the UK to apply for this position, as we do not offer visa sponsorship.**

We look forward to hearing from you.