



Sales Executive

Salary: £25,000- £35,000 per annum (Dependent on experience)

Terms: This is a permanent role with a six-month probationary period. We offer a flexible business model in which all types of working arrangements will be considered. This could include job share, flexible or part-time work.

Location: We continue to work from home during the COVID-19 restrictions. Under normal circumstances, our office is in Central London but there is scope to be home-based some of the time. Our clients are based around the UK so the role may require occasional travel.

Benefits: We offer 30 days holiday and employer's pension contribution of up to 6% of salary. We award all staff a bonus day's holiday on their birthday.

EW Group is committed to best practice in Equality, Diversity and Inclusion. Black, minority ethnic and disabled candidates are currently underrepresented at EW Group and are particularly encouraged to apply so we have the widest pool to choose the most suitable candidate from.

About the Role

EW Group is a leading diversity consultancy, working across the UK and internationally. Our client list includes household names, FTSE100 companies and public-sector bodies. We are seeking a strong communicator and relationship-builder who can help us to attract and retain clients.

Working closely with the Sales Manager (who you'll be reporting to), the successful applicant will be able to build upon their existing client relationship/sales experience, to become a key point of contact between our clients and the EW Group. This is a role to challenge and inspire the right person, with excellent prospects for growth with the company.

At the core of our service is brilliant client care. Your job will be to build rapport with our new clients. We want them to feel valued, and to make sure they come back to us for any further support they may need around equality, diversity and inclusion. You will need to feel confident in assessing their needs and devising the best solution to meet that challenge.

You'll work closely with the Managing Director and Sales Manager during your induction and we'll provide you with all the insights and product knowledge you need to make a success of this role.

The Role Competencies

This role provides a vital first point of contact for prospective clients. We're looking for someone who demonstrates the following competencies.

- Experience in a client-focussed environment.
- Willingness to learn and has the ability to work autonomously.
- Ability to assess client need and devise the best solution.
- Good understanding of the sales cycle and related processes.
- A presentation style which is clear, engaging and confident.
- Ability to develop client relationships over the long term.
- An understanding of the diversity and inclusion training and consultancy market.

About EW Group

We are a small, dedicated team who work hard to support our clients make a difference in the context of building diversity and inclusion within their organisations.

We can promise you exciting, cutting-edge work which has real social value. We are committed to career development and support, and you will be offered the chance to be involved in all aspects of the business as we grow.

We work with companies from across the private, public and charitable sectors. We're unique in the way we custom-build our work to the challenges that each client is facing. We've delivered bespoke projects at the BBC, Adidas, Santander, Arts Council England and the Metropolitan Police, plus hundreds more. These companies want to work with us because of our long-standing reputation for delivering innovative, creative and impactful sessions.

To apply, please submit your CV and covering letter to:

Rachael Wilson
Managing Director
Rachael.wilson@theewgroup.com

Click [here](#) to read more about EW Group.

The Key Duties of this Role

- Consultancy Sales
 - o Manage our inbound sales enquiries
 - o Qualify inbound enquiries and meet with prospective clients to design and cost a solution to meet their need.
 - o Prepare costed proposals, tracking them through the sales pipeline to conversion.
 - o Be read to lead presentations and pitches in a range of settings.
 - o Be proactive in identifying new sales opportunities.
 - o Engage prospective clients with lively and upbeat presentations, bringing in specialist input from the consulting team when appropriate.
 - o Convert client needs into consultancy contracts.
 - o Build your knowledge in the diversity and inclusion space.

- Business Development
 - o Network and build your contacts across the wide range of industries we operate in.
 - o Work closely with the project management team to support them in increasing profitability of contracts.
 - o Collect insights from our client base and feed these into future product design conversations with the rest of the EW Group team

- Person Specification
 - o You will be energetic and positive in your approach with clients and with the team.
 - o You will be able to communicate your passion for making workplaces more inclusive environments, and for bringing about culture change.
 - o The pace of work is often high, as you will be responding to client needs. The successful applicant will be able to work to tight deadlines.
 - o The successful applicant will inspire others in the team with their ability to overcome challenges in a positive way.
 - o You will be happy to take responsibility for managing your own workload, and for raising any workload issues with the Sales Manager.
 - o You will have a genuine passion and belief that people are treated equitably, that people receive the dignity and respect they deserve and that their differences are celebrated.