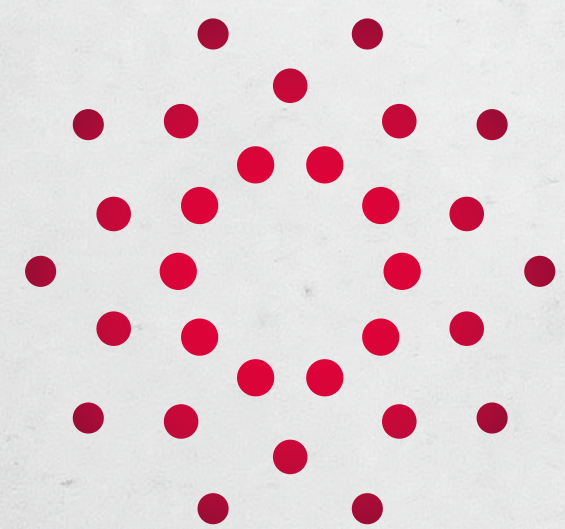


Job description

Internal Sales role.

Responsible for ensuring we meet and exceed our clients expectations. Every time.



LUMI-PLUGIN®

Job Description.

Your Main Responsibilities.

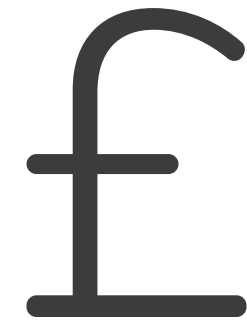
Your Skills & Requirements.

More about Lumi-Plugin.

Job description

Internal Sales Role.

We're on the look out for an individual with a passion for people. Somebody who is customer focused with strong administration and communication skills who is looking to make a difference in their role and the wider industry.



£25,000 - £27,500K
+ annual bonus



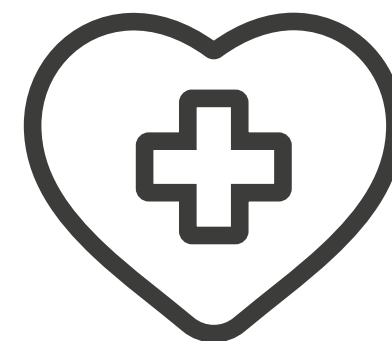
Full time
permanent contract



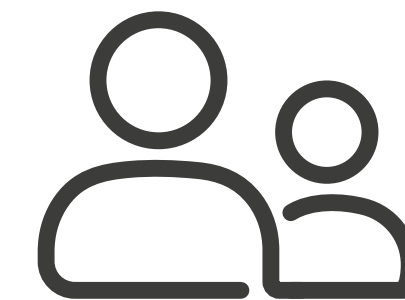
Office based
in Newbury



25 days +
bank holidays

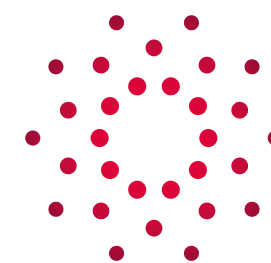


Company health
insurance scheme



Part of a
passionate team

Quick apply to become our
Internal Sales here.



Your Main Responsibilities.

Your Skills & Requirements.

More about Lumi-Plugin.

Here's what the Internal Sales role at Lumi-Plugin® looks like on a daily basis.

We're at an exciting stage of growth and the Internal Sales individual will be a key part of this journey.

So, if you're looking to make a difference you're looking in the right place.

Quick apply to become our Internal Sales here.



Internal Sales

Your Main Responsibilities.

- Issue quotations to clients and support the sales journey
- Support the preparation of pricing agreements and documentation
- Work closely with internal departments to ensure that customer requirements are delivered accurately
- Establish and maintain accurate master data relating to order entry and quote management, such as customer master, pricing records, customer material information record, and customer hierarchy
- Support the Sales Director in achieving sales targets and maximising sales through all channels
- Resolve customers' credit and invoice issues in conjunction with Finance department
- Research and identify new account opportunities, sourcing new clients and developing new business opportunities with target organisations
- Build and nurture vibrant, long-term relationships with clients, ensuring the account development process supports the company's delivery standard
- Assist in preparing sales collateral and presentation materials, including proposals
- Managing the sales forecast
- In conjunction with all relevant partners, ensure that the levels of Customer Service are market leading
- Be aware of competitor pricing, understand the dynamics of the local market, industry, and the demand generators
- Educating clients to understand the features and benefits of our products and services
- Answer the phones and answer day to day on site technical questions
- Undertake additional duties or work outside the normal daily/weekly routine within the overall scope of the position, at the request of the Sales Director



Your Skills & Requirements.

More about Lumi-Plugin.

Here's what we're looking for, don't worry if you don't have all of these skills we can help with training.

Our top requirements are...

- A person with a positive and energetic attitude.
- A person with a friendly and helpful personality.
- A person who takes pride in their work.

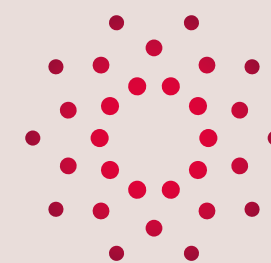
Quick apply to become our Internal Sales here.



Internal Sales

Your Skills & Requirements.

- Strong attention to detail and a high degree of accuracy
- Ability to work under pressure and to tight deadlines
- Strong problem-solving and decision-making skills
- Strong communication skills including listening, verbal and written
- Ability to demonstrate understanding of business-to-business
- Customer service / sales related activities
- Competent computer skills including use of Microsoft Office (Excel/Word/PowerPoint)
- Be personable, approachable and confident when meeting new people
- Friendly and professional telephone manner
- Goal driven, resilient, and organised
- Able to use own initiative and work proactively
- Understanding of sales lifecycles
- Experience using Salesforce and/or Unleashed would be beneficial



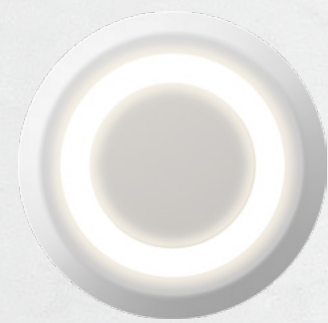
More about _____

Lumi-Plugin[®]

Quick apply to become our
Internal Sales here. [>](#)

Lumi-Plugin[®] manufacture downlights that seamlessly integrate lighting with safety, sustainability, and smart functionality in one bright design. We make homes stylish and safe with hidden but powerful innovation.

One downlight. Multiple plugins...



Lumi-Plugin[®]
Downlight



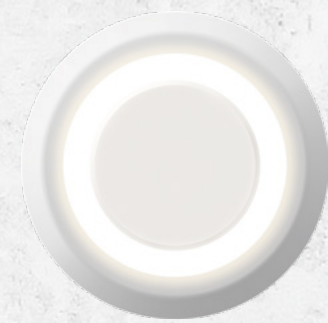
Lumi-Smoke[®]



Lumi-Heat[®]



Lumi-CO[®]



Lumi-
Sprinkler[®]



Lumi-Mist[®]



Lumi-
Emergency[®]



Lumi-PIR[®]



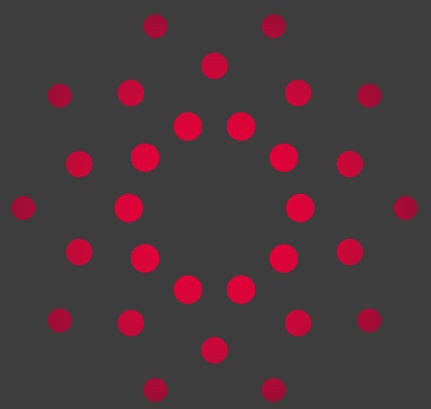
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One-Heat[®]



One-CO



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+44 (0) 3303 801 329
hello@lumi-plugin.com
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