

Sales Executive

Are you a true hunter, skilled at identifying and winning new business opportunities?

Do you have a proven track record of identifying new business opportunities, nurturing client relationships and exceeded established sales targets utilising cold calling, networking and solution selling?

If so, Quanta want to hear from you!

If yes, then Quanta want to hear from you! We are currently recruiting for a Sales Executive to support a Senior Account Manager, working within the Central Government Team. You must have a background in outbound sales, solution focused with strong communication and administrative skills.

Job Title	Sales Executive
Department	Sales
Reports to	Divisional Director
Hours of work	08:30-17:00 Monday to Friday
Place of work	Quanta Office in Worcester and travelling to customer locations. (free parking at Quanta office)
Package Extras	Free parking in Worcester, fully stocked staff kitchen, cycle to work scheme.
Summary of Position	<p>The Sales Executive will work closely with a Senior Account Manager to support the management and growth of major accounts. This role focuses on learning the structure, needs, and dynamics of strategic customers, helping to add value by identifying new opportunities, booking high-quality meetings, and supporting proactive account development.</p> <p>The successful candidate will be driven, curious, and able to use their own initiative to investigate account potential, build stakeholder networks, and contribute directly to growing revenue within key accounts. This role forms a strong foundation for progression into Sales roles such as Junior Account Manager or Business Development Manager.</p>

Primary Responsibilities

Sales 70% of Time

<p>Proactively analyse, interrogate, and map major accounts to understand layout, stakeholder structure, and growth potential.</p>	<p>Book meetings for the Senior Account Manager with key stakeholders — including new contacts, new departments, and emerging opportunities.</p>
<p>Identify additional areas where Quanta can add value, including cross-selling and up-selling opportunities across services and solutions.</p>	<p>Consistently achieve sales activity KPIs set by the Senior Account Manager.</p> <p>Provide excellent customer care and service when liaising with clients.</p> <p>Support the Senior Account Manager in preparing account insights, meeting notes, follow-ups, and opportunity development.</p>
<p>Engage customers and prospects over the phone to build rapport, position Quanta’s offerings, and nurture interest.</p>	<p>Maintain a strong understanding of Quanta’s products, services, and value proposition.</p>

Data Processing 15% of Time

<p>Create professional, accurate emails and communications with stakeholders.</p>	<p>Accurately complete forms and documents to update other individuals and departments within the company.</p>
<p>Maintain and update accurate data fields and dialogue reports in the CRM database and other sales systems.</p>	<p>Produce accurate quotes for customers. Demonstrate correct usage of pricing and discount models at all times.</p>



Primary Responsibilities

Other Duties 15% of Time

Engage in training, coaching, and development activities; apply learning effectively across accounts	Organise workload and manage time to support the Senior Account Manager efficiently
Follow company policies, standards and requirements.	Demonstrate reliability, initiative, and a proactive approach to identifying ways to improve account engagement.
Be of smart appearance at all times in connection to work.	Be reliable at all times in connection to work.
Working towards gaining a driving licence.	Has a full UK driving licence & use of a car.

Professional Specification

	Essential	Desirable
Qualifications and Training	GCSE Math's and English	Further or Higher Education Award MS Office skills
Experience	Minimum 12 months in a sales role.	12+ months experience in a similar role. Business to business experience.



Primary Responsibilities

General Ability

Essential	Desirable
Excellent communication skills — written, verbal, and digital	Strong problem-solving and analytical skills
Strong problem-solving and analytical skills	Strong organisational and time-management skills
Ability to listen and follow instructions accurately.	Team-focused but confident working independently.
Working towards gaining a driving licence.	Has a full UK driving licence & use of a car.



Why work for Quanta?

Quanta actively encourages personal growth and development promoting authenticity, resilience, emotional intelligence, kindness and collaboration. Here's what some of the team have to say about their experience with Quanta.



Brian, Trainer

'I've worked for Quanta for over 6 years now. It's a place where I can grow and do my best work. Where the tools to do my best work are provided. A company where I can see the difference I make to our delegates, the company and to my colleagues. I cannot see myself working anywhere else.'

Kelly, Account Manager

'My personal growth has been amazing within my 3 years here. You are accepted for being yourself and your opinions count. There's a great mix of people and every day is varied. You really feel like you're making a difference and helping to improve workplaces with training and support. If you have an open mind and drive to excel in what you do, you'll do well here and have fun along the way!'



Martin, Trainer

'When I started at Quanta (16 years ago) it just felt like the right fit for me. Working for a company with real values that is committed to customers learning is an ethos that I agree with. The directors are hands on and there is a great atmosphere amongst all the staff. Quite simply the best company I've ever worked for.'

Rachel, Account Manager

'Working at Quanta has been like finding the extended family I never knew I needed. Personal growth and development is promoted as much as professional development. Coming to work and having fun... who wouldn't want that?'



Company Benefits



Cycle to Work Scheme



Free Eye Test



Free Seasonal Flu Jab



Free refreshments and fruit daily



Family friendly policies



Hybrid working (role dependant)



Additional holiday after 5 years' service



33 Days Annual Leave including bank holidays



Reservist policy



Free Parking



Company profit share scheme (for all staff not on a commission scheme)



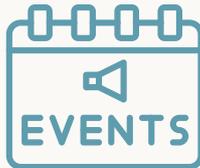
Commission Scheme (sales)



Personal / Professional development



Coaching, Mentoring, training Career development



Annual company social events



Company away days (hiking, canoeing etc)

