

Job Title: Sales Executive	Reporting to: Sales Manager
Job Type: Permanent, full-time	Location: 4th Floor, The Porter Building, Slough SL1 1FQ



You're joining or considering joining AFL Group, and this is designed to help you understand what the company does, it's values and culture, what we expect from you in this role and what rewards and opportunities there are for you.

About the company

A major player in the fast-moving car and van leasing sector, AFL has won awards for customer service and innovation, all underpinned by strong values of Honesty, Hard Work and Innovation. Employing fifty people, AFL is headquartered in the modern and beautifully appointed Porter Building, adjacent to Slough train station and a short walk to all shops and amenities. We provide a spacious, well appointed working environment, breakout space and free tea & coffee.

About the role

It is a very strongly sales-orientated role; all about identifying, qualifying and closing both business and private individual enquiries and ensuring they get the best value deal and premium customer service, but also securing maximum revenue for AFL. You will be part of a growing and successful sales team with the following responsibilities:

- Assessing customers' needs and providing suitable vehicle options and finance products to match their requirements
- Maximising your mixed portfolio of both existing and new business to achieve a revenue-based sales KPI
- Building rapport and developing relationships while maintaining a professional telephone manner in order to grow existing pipelines
- Abiding by FCA regulatory rules, to make sure all customers are treated fairly
- Looking for upsell potential by selling and adding benefits such as maintenance, charging points and additional vehicle options
- Organising and prioritising your day to ensure all customers' needs are met in a timely manner
- Liaising with both finance providers and dealers to negotiate the best deal for all clients

About you

Although we provide excellent induction training, if you bring previous experience in automotive leasing, you will be at a distinct advantage and able to gain immediate credibility and influence with customers. In short, you need to be a natural and successful salesperson. You'll bring a strong and confident telephone manner, showing us you know the right questions to ask, probing and confirming your understanding of your customers' needs. And you must bring a well-developed sales ethos and have excellent attention to detail in managing all necessary administration elements, order details, finances, delivery and other timescales. A natural juggler of priorities, you'll maintain a level of premium customer service whilst working collaboratively with your colleagues in operations and procurement.

What we offer you

Your basic salary is supplemented with a guaranteed commission for the first six months whilst you are developing your pipeline. The uncapped commission scheme is generous and rewards success in generating revenue for AFL from the deals you close. The holiday entitlement starts at 24 days (plus Bank Holidays) and rises to a maximum of 30 days with service. There is of course a stakeholder pension scheme. You'll also benefit from induction and ongoing training and out of work, you can take advantage of team building and networking events.

What success looks like

Firstly, you'll be earning well in excess of £50,000 OTE through the successful managing and prioritising of about 40 new and existing customers at any one time. You'll be a valued member of the sales team, contributing to the wider company financial and business goals and well respected by the senior management. In time, you'll be keen for further development and to showcase your skills above and beyond your current role.