

## **Graduate Trainee Sales Consultant at Lesters**

Lesters is looking to recruit a number of Graduate Trainee Sales Consultants to help expand a successful sales team. Offering exciting prospects along with structured, corporate sales training the company are keen to attract top talent.

Job Title: Graduate Trainee Sales Consultant

Description:

- Join a successful and established Sales team to develop and maintain relationships with Recruitment Consultancies and highly skilled Contractors
- Gain contractor referrals from Recruitment Agency relationships
- Speak to and convert contractor leads
- Look into developing relationships in sectors other than our key IT and Medical sectors
- Initially 90% new business. You will however keep the accounts you win to develop these
- Selling to large companies and SMEs at Director level
- Based in West London Head Office, but also visiting clients nationwide
- Sales cycle extremely varied from 1 week to 9 months
- Contractor sales cycle 1 week to 3 months
- On the job training
- Buddying with a current Sales Consultant

Experience:

### **Essential**

- Graduate (or in process of graduating) from a good university
- Drive and ambition to progress in a fast paced sales environment
- 'Can do' attitude
- Confident telephone manner
- Strong numeracy and literacy
- Willingness to learn how Lesters operates across departments

### **Desireable but not essential**

- Placement year within your degree
- Good presentation skills
- Familiar with Microsoft Excel and PowerPoint
- Ability to think 'outside the box'
- Interest in learning how to sell in a consultative manner

Package: First Year £18k basic salary, OTE £25k  
Second Year £22-23k basic salary, OTE £45k  
30 Days Paid Holiday

Probationary period: 3 months