



<b>Role Title:</b> Sales Advisor	<b>Direct Reporting Line:</b> Sales Manager
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<b>Other Reports:</b>	<b>Department:</b> Sales	<b>Hours:</b> 40hrs pw
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<b>Salary Band:</b> Staff	<b>Remuneration:</b> Part Salary & Commission- Depending on experience
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**Role Purpose**

**The main purpose of the Sales Advisor is to:**

Due to our continued expansion we require an experienced Window, Door and Project sales advisor to join our busy Cherwell Sales team. Predominately showroom based at our destination showroom in Banbury with some prospective customer site visits. All leads are qualified and responsibilities will include demonstrating, selling and securing orders from existing and prospective customers through Cherwell’s relationship-based sales approach.

Cherwell currently have a superlative product range to offer to prospective customers please visit <https://cherwellwindows.co.uk> to see the range.

We also work with many construction companies, architects and attract many commercial opportunities into working with the Cherwell brand. These relationships will need to be developed and maintained.

**Working Relationships**

- We work with some of the best suppliers in our industry to provide our customers with a wide range of high-performance products, including;
  - Internorm composite windows and doors
  - Aluco steel-look windows and doors
  - Solarlux aluminium sliding and bifold doors
  - Origin Global aluminium windows, doors, sliding and bifold doors
  - Evolutions timber alternative windows and doors
  - Bereco timber windows and doors
  - Bygone timber alternative sash windows
  - Arkay Sliding doors
  - Everglade aluminium
  - John Fredricks upvc
- Our customers are at the heart of everything we do, therefore you must be able to communicate effectively and establish long term relationships.
- It will be essential to maintain these relationships.

### **Skills, Knowledge and Experience Required**

Must have proven experience within the double-glazing industry, with a consultative sales approach.

Must have knowledge of a wide range of products including; timber, timber alternative, aluminium, steel-look and composite.

Ability to work independently and within a team environment.

Excellent verbal and written communication skills.

Proficiency in using online quoting system and all Microsoft Office Suite and generally highly IT literate.

### **Core Competencies**

Self-Management, Relationship skills, Social Awareness, Professionalism, Interpersonal and Communication Skills

### **Key Role Competencies**

- Teamwork, Decision making, Communication, Trustworthiness and Ethics, Results Orientated