



Internal Salesperson

Location: 22 Osyth Close, Brackmills Industrial Estate, Northampton NN4 7DY

Salary: Dependant on Experience

Job Type: Full-time 40 hours per week, permanent contract

TLA Distribution Ltd are a well-established diverse business and an ever-growing company with over 90 employees across 5 branches throughout the UK, our team of dedicated, knowledgeable staff provide excellent technical support to our customers for automation and control products throughout the industrial electrical industry. We believe that our friendly, supportive atmosphere with ongoing training makes our team the best.

About the job

Are you looking for an opportunity where you can deliver excellent customer service to our key customers over the phone, face to face in branch or via email to drive customer loyalty. If so, our Internal Sales opportunity based at our Northampton branch could be the perfect next step!

As an Internal Salesperson you are the key point of contact to provide effective management of existing customer accounts and developing new business to meet the Branch targets by providing an excellent sales service.

Core Internal Sales Responsibilities

- Managing inbound leads and enquiries via phone or email
- Proactively contacting prospects to qualify needs and opportunities
- Building and maintaining relationships with existing customers
- Preparing and issuing quotes, proposals, and pricing information
- Following up on quotes to progress opportunities and close sales
- Updating and maintaining accurate records on the in-house system
- Achieving individual and team sales targets and KPIs

You may also support the wider branch team, picking and packing products in our warehouse to ensure customers' orders are completed on time.

Skills That Will Set You Up For Success

Ideally you will have experience of working in a highly competitive customer focused role where you are comfortable working towards and exceeding sales targets

A team player who takes the initiative on developing ideas for the business through face to face and phone-based relationships, becoming the subject matter expert for



your customers.

A flexible approach and an ability to work under pressure whilst identifying business opportunities.

What TLA can offer;

- Full time role Monday to Friday 8am – 5pm
- Salary: dependent on experience
- Overtime available but not compulsory
- Company Pension
- Employee Ownership trust EOT TAX FREE BONUS on qualification
- Be a stakeholder in the business
- Other bonus potential possible

What is EOT?

As all employees get an indirect stake in the company on qualification, there are substantial benefits associated with being owned by an EOT, such as:

- Greater employee engagement and commitment.
- Reduced absenteeism.
- Greater drive for improvement.
- Improved business performance.

For an informal chat about the role, please email Michelle French
(michelle.french@tlauk.net)

If you would like to join us at TLA Distribution Ltd please send your CV and covering letter, including details of your current salary to:

HR Department
63-69 Moorbridge Road
Bingham
Nottinghamshire
NG13 8GG

Or email: jobs@tlauk.net or Nadine.ashmore@tlauk.net

Interview Date: Ongoing

We reserve the right to close this vacancy early if we receive sufficient applications for the role. Therefore, if you are interested, please submit your application as early as possible.



We are an equal opportunity employer. we celebrate diversity and are committed to building an inclusive environment for all employees. when submitting your details, please let us know if you require any support or reasonable adjustments during the interview process.