

**Company Details:**

<b>Company Name</b>	WestWon Limited
<b>Location</b>	High Wycombe
<b>Address</b>	18 Manor Courtyard, Hughenden Avenue, High Wycombe, Bucks, HP13 5RE
<b>Contact Number</b>	01494 611 456
<b>Email Address</b>	<a href="mailto:hello@westwon.co.uk">hello@westwon.co.uk</a>
<b>Website Address</b>	<a href="http://westwon.co.uk">westwon.co.uk</a>
<b>A contact for the company: (Please provide your name, position and contact details including telephone and email)</b>	<a href="mailto:careers@westwon.co.uk">careers@westwon.co.uk</a> , or please call us on 01494 611 456 for more information.

**More information about the role:**

<b>Company Background</b>	<p>WestWon Limited are a well-established asset finance and leasing company with our office based in High Wycombe. We specialise in the financing of a range of assets, including IT, office furniture, gym equipment, scaffolding, and many others for business all over the UK. More information on WestWon can be found on <a href="http://westwon.co.uk">westwon.co.uk</a></p> <p>We are looking for a motivated individual to join our sales department.</p>
<b>Role Title</b>	Corporate Account Manager
<b>Role Type</b>	This is a sales position where you will have monthly and yearly targets for gross profit, the amount of business activated and sales activity. The position will need a candidate who can hunt for new business and develop and manage business relationships over time.
<b>The Role (Duties and Responsibilities)</b>	<p>We are looking for a capable, thoughtful, and energetic corporate account manager to join our expanding sales team.</p> <p>Through high volume outbound telephone activity, you will be sourcing finance opportunities from new and existing clients, or clients we've obtained through acquisitions and will assist in processing these opportunities.</p> <p>Duties and responsibilities include:</p>

	<ul style="list-style-type: none"> <li>• Make daily cold calls to prospects and customers, sourcing new finance opportunities</li> <li>• Managing and developing relationships with clients</li> <li>• Achieving and exceeding agreed monthly targets</li> <li>• Putting together accurate finance quotes</li> <li>• Managing data and inputting sales communications on our bespoke CRM system</li> <li>• Attend sales meetings as required</li> </ul> <p>Full training will be provided</p>
<p><b>Candidate Qualities (Essential and Desired Skills and Qualifications)</b></p>	<ul style="list-style-type: none"> <li>• Must have a minimum 2 years B2B sales experience</li> <li>• Experience in asset finance desired although not essential</li> <li>• Candidate must be self-motivating and confident</li> <li>• Excellent communication and IT skills required</li> <li>• Managing and performing in a multi-tasking environment</li> <li>• Team oriented with positive attitude essential</li> <li>• Must have ability to handle rejection and are happy to make a high volume of calls</li> <li>• Experience in closing deals from initial cold call to getting contracts signed</li> </ul>
<p><b>How to Apply</b></p>	<p>All CVs should be emailed to <a href="mailto:careers@westwon.co.uk">careers@westwon.co.uk</a> or alternatively, for a private chat or for more information please call us on 01494 611 456</p>
<p><b>Why Should You Join Us?</b></p>	<ul style="list-style-type: none"> <li>• Four-week training program</li> <li>• Fantastic career prospects</li> <li>• Uncapped commission earnings</li> <li>• Minimum 20 days holiday + extra days off over Christmas</li> <li>• Good, successful company culture</li> <li>• Flexible working available</li> </ul>