



## **Sales Support Executive**

In its short history, eCube Solutions has grown to be a premier end-of-life service provider, delivering aviation services and value of the highest quality, with exceptional customer responsiveness. eCube Solutions specialises in 'end-of-life' aircraft projects, and has developed expertise in delivering complete solutions, ranging from aircraft parking and storage to disassembly, inventory management and third-party logistics. We support lessors, financial institutions, and airlines of varying sizes with several Tier 1 airlines and lessors using eCube as their strategic supplier. We are a small, dynamic and highly flexible company. We have a great and very loyal workforce with a culture focused on our customers and meeting our commitments. Our company has grown year upon year with significant growth plans.

We are looking for an enthusiastic sales support executive to join the Sales and Marketing team. This role will be focused on supporting all sales administrative tasks, compiling and analysing sales and market data and providing actionable insights to guide our promotional and sales activities.

To be successful in this role you should be able to manage multiple projects, support customer requirements in timely manner, analyse large amounts of data to help accurately project sales trends, identify and support sales opportunities, and provide practical guidance to optimize sales strategies and increase market share.

### **Responsibilities:**

- Compiling, analysing, and reporting sales data
- Key account management
- Monitoring and analysing competitor and customer activity
- Contributing to the development of sales plans and objectives
- Management of CRM system
- Forecasting market demand using key industry indicators
- Visit potential customers to explore opportunities for new business
- Generate proposals and quotations
- Managing all sales administrative requirements
- Gather market and customer information and provide feedback on buying trends
- Represent eCube at trade exhibitions, conferences, and events
- Identify new markets and business opportunities

## Requirements:

- Degree or suitable experience
- Strong research and data analysis skills.
- Proficiency in Microsoft office and CRM software with advanced Microsoft Excel capabilities where you must be able to create and correct Pivot Tables, VLOOKUPS and Macros
- Strong communication and presentation capabilities
- Strong project management capabilities
- Ability to work independently and with cross-functional teams
- Excellent attention to detail
- Strong organisational skills and the ability to multi-task
- Ability to build relationships with internal team members and maintain a high standard of professionalism in communications across all levels

## Core values of person:

- Honest, respectful with high level of integrity
- Positive and passionate with a 'can do' attitude
- Collaborative team player who values all people
- Customer focused, flexible and responsible
- Drive for continuous improvement and development

eCube offers a fast paced, dynamic and fun working environment and is committed to develop its team in recognition that its people are core to the success of the business. This role offers significant scope for development and growth based on the individuals desire to do so.

**Location:** South Wales, UK

**Salary:** £22,000 - £30,000 based on experience

