

# SALES EXECUTIVE



**Sales executives may be responsible for customer acquisition, building contacts with key customers and partners, hitting targets and negotiating costs.**

**Some would describe this job as more of a partnerships or relations role, as sales executive may be responsible for striking deals with partners and sponsors.**



## SKILLS NEEDED

- Problem Solving
- Communication
- Build Relationships
- Organisation
- Negotiating



## HOURS

In terms of working hours, sales executives are expected to work a typical 9 to 5 week, and may be required to work some evenings, for example when attending events or meeting with clients.



## SALARY

A starting salary can range from £15,000 to £20,000, while more experienced sales people could command salaries of £30,000 to £40,000 and beyond. However, sales works a little differently to other positions. Partnership managers will usually receive a basic salary, with a commission offered depending on the number of sales or partnerships made in a particular time period or for a certain project, for example.