

We're Hiring: Senior Telesales Executive

📍 **Location:** Dunfermline, Fife, Scotland

🕒 **Full-Time | Permanent**

Are you an experienced telesales professional ready for the next, exciting chapter in your career? Join us at KENT, a leading supplier of high-quality chemical solutions to the automotive, industrial and marine sectors. We're looking for a Senior Telesales Executive who can build strong customer relationships, drive sales, and help us accelerate our growth across the UK.

What You'll Do:

- Manage and grow a portfolio of customers, identifying new sales opportunities.
- Engage decision-makers by phone, building trust and understanding their needs.
- Promote our market-leading chemical products and solutions
- Achieve and exceed sales targets with a solutions-based approach.
- Work closely with field sales and technical teams to deliver exceptional customer service.
- Provide valuable market feedback to support our marketing and product development.

What We're Looking For:

- Proven success in telesales, ideally within B2B or the automotive or industrial sectors.
- Excellent communication and negotiation skills with a confident, persuasive manner.
- Strong commercial awareness and a results-driven mindset.
- Ability to manage multiple accounts and develop long-term relationships.
- Experience with CRM systems and structured sales pipelines.

What We Offer:

- Competitive salary with rewarding bonus structure.
- Full training on our innovative range of products.
- 24 days holiday (plus bank holidays)
- Company pension scheme

Ready to accelerate your sales career? Apply today and become part of a company that values expertise, initiative, and a commitment to delivering outstanding solutions to a range of industries.

Send your CV to; james.wood@kenteurope.com