

# spencerharrington

## Field Sales

### **Introduction**

- Your role will involve more face-to-face sales, often you will be given a particular area to network and it is your responsibility to develop clients within this area.
- It is your own responsibility to develop your specific area, you'll probably have an extensive database to use as well as networking and research to find potential clients.

### **Who it suits;**

#### **Personality**

Face-to-face requires a personable, friendly approach. You will need to show enthusiasm and determination in order to close the deal.

#### **Skill Set**

Great face to face skills are essential alongside good negotiation skills. You will need to be professional and well presented and enjoy building rapport and quick relationships.

#### **Attitude**

You'll need to be very independent as you'll be solely responsible for your particular area. You'll also need resilience and drive to overcome objections and difficult situations.

### **USPs**

- A very independent role, you have the chance to really prove yourself in a completely autonomously environment – your success is attributed 100% to you.
- Travel – you have the chance to get out of the office and travel around the UK or internationally

### **Progression**

- As you prove yourself in your role you will be given the opportunity to work in more popular or profitable areas
- Future progression can include Regional Sales Manager where you will co-ordinate and manage a whole team or field sales agents.

### **Earnings**

- Expect good basics of between £18 – 24k with bonuses likely to bring you up to a minimum of £30k. Regional Sales Managers should expect basics of up to £40k with commission on top.