

Job Description – Sales Executive

Reports to: Sales Manager

Based: Peterborough head office

Hours: Full time, Monday to Friday, 9:00am to 5:00pm

Salary: £26,476 basic salary, plus potential commission (OTE c.£35-40,000)

Who we are

RHA is a member-led trade association supporting people and businesses in the road transport industry.

Find out more about us and our values on our website <https://www.rha.uk.net/>

At RHA we believe that through collaboration and being a supportive, trusted partner, we can achieve great things. Our hybrid working approach allows our people to work both in our office locations and at home, providing flexibility and resources to succeed in your role.

At RHA, our Equity at work strategy is aligned to our company values and who we are. We are committed to driving inclusion for all; aspiring to create a workplace that is fully representative of the communities and members we serve.

What you'll do

This role is a strategic, performance-driven sales position, designed for individuals looking to start or advance their sales career within our commercial team. As a member of our small, tight-knit team of highly successful sales executives, you have the opportunity to grow and contribute to a culture of generating record-breaking results.

The Sales Executive is responsible for:

- *Consistently achieving and exceeding monthly sales targets across RHA's products and services.*
- *Managing high-value pipelines and closing deals with precision and speed.*
- *Demonstrating commercial acumen to identify, develop, and close upselling and cross-selling opportunities.*
- *Supporting strategic initiatives across the business.*

Key responsibilities and duties:

Sales Excellence

- *Delivering on monthly sales targets*
- *Managing leads proactively and ensuring no revenue opportunity is missed*
- *Maintaining a high-quality CRM pipeline and accurate sales reporting*
- *Driving inbound and outbound sales activity with discipline and urgency*

Proactive Business Engagement

- *Volunteering for business-wide initiatives that promote growth and innovation*
- *Representing the sales function in cross-functional working groups*
- *Championing process improvements and operational efficiency ideas*

Experience and Skills Required:

- *Proven track record in B2B sales, preferably in a Membership Association, or service-based environment*
- *Strong commercial instincts with the ability to develop solutions that support broader business goals*
- *Exceptional verbal and written communication skills*
- *Strong relationship management and stakeholder engagement abilities*
- *Self-motivated, disciplined, and results oriented*
- *Advanced proficiency in CRM and the Microsoft Office Suite*

What we offer

We believe that taking care of our employees is the key to their success. That is why we offer an excellent remuneration and benefits package, 25 days holiday entitlement plus bank holidays for full-time employees and paid leave for charity projects. You can also purchase additional holiday.

We offer an extensive benefits package including private medical and dental insurance following completion of probation, Cycle scheme, monthly prize draw, Medicash and pension schemes.

We take pride in our commitment to supporting you at every stage of your career by providing top notch learning and development pathways.

Support

If you require any reasonable adjustments or have an accessibility request as part of your recruitment journey, for example, extended time or breaks during interviews or assessments, a sign language interpreter, or assistive technology, please contact our HR team for further support. We are proud to be a Disability Confident Employer.

