

Job Specification

Job Title	Sales Executive	Job Role	Sales Executive / Account manager
Location	Middlesbrough, TS2	Period	Permanent
Salary Range	£25,000-£42,000	Position Type	Full-Time, M-F, 0900-1700
Training	Training Provided	Environment	Office based
Supervisor	Sales Manager & Sales Director	Travel	Domestic and Occasional International

Job Definition

Are you a motivated sales professional with a knack for building strong customer relationships? Join our team at a leading distributor of flanges, fittings, and pipes, serving the power generation and chemical industries worldwide.

Role & Responsibilities

We are seeking a proactive and professional individual to fill a full-time Sales Executive role in our Middlesbrough office. You will be working with domestic customers and clients from over 50 countries. Your responsibilities will include:

- Managing a portfolio of existing customers, developing these relationships, and maximising opportunities to strengthen partnerships.
- Build and develop your own customer base; re-engaging with cold cases and build your own market share with a multichannel approach.
- Including in person visits to customers, attending trade exhibitions and network events.
- Using verbal & written methods to communicate effectively with customers and colleagues.
- Data input, order processing and customer monitoring for trends and industry insights.
- Reporting and presenting to colleagues and senior managers.
- Developing an industry and customer specific knowledge base to understand how customer needs can be met.
- Contribute to the company's exemplary quality record and high level of customer satisfaction.

Skills

While role and company-specific training will be provided, we expect successful candidates to demonstrate the following skills:

- Proven experience in sales (industry-specific experience preferred)
- Strong interpersonal skills and ability to build relationships with stakeholders.
- Organised, detail-oriented, and proactive
- Ability to follow instruction and work within a team.
- Work independently & unsupervised.
- Willingness to travel
- Strong communication skills, both verbal and written.

Qualifications and Education Requirements

Applicants must have basic computer literacy (Microsoft office or equivalent), and some experience with CRM/ERP software..

Demonstrate sufficient capability in English and Maths to carry out the role (grade 4/C at GCSE).

The Package

Salary - £25,000 - £42,000 per annum, depending on achievements, experience and qualifications.

Pension – company Pension, provided by NEST.

Opportunities for CPD, including adult apprenticeships and further growth and responsibilities.

Additional Notes

Previous industry knowledge or experience is not required, only a willingness to learn and a polite & professional manner.

Applicants must be able to provide eligibility to work in the UK without the need for sponsorship.

About Us

Established in 1983, DK Jones Ltd is a family-owned business with a global reputation for supplying piping products, delivering precision, speed, and reliability to clients across sectors. With over four decades of experience, we've built a reputation for rapid response, expert sourcing, and seamless logistics—ensuring critical parts reach our customers when they need them most.

Our long-standing relationships with leading manufacturers, combined with deep market insight, allow us to offer tailored solutions and hard-to-find components with unmatched efficiency. Operating internationally, we maintain a personal, client-focused approach that prioritizes transparency, integrity, and adaptability.

At DK Jones, we don't just move parts—we move industry forward.

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