



Job Title: Client Sales Executive

Department: Dezrezlegal

Location: Swansea, SA1 (Remote work available post-induction)

Term: Permanent

Hours: 10am – 6.30 pm Monday – Friday

Salary: On Target Earnings £42,000 (Basic: £27,000 - £30,000 depending on experience)

A Bit About Us:

Dezrezlegal is an independent legal firm specialising in helping people to buy and sell their homes across England and Wales. We are looking for a seasoned professional with a proven track record in closing leads and exceeding sales targets. Join our friendly and ambitious team and represent our brand to industry partners and potential clients.

Main Purpose of the Role:

As the Client Sales Executive, you will be a driving force behind our sales success. You will be responsible for converting high-quality warm leads into satisfied customers by effectively communicating the benefits of our legal services. No Cold Calling. Your expertise in closing deals will significantly impact our revenue growth.

Key Responsibilities:

- **Engage with Prospective Clients:** Initiate outbound calls to warm leads to discuss their conveyancing estimate and emphasize the unique benefits of our services.
- **Lead Conversion:** Proactively follow up with potential customers to maximize conversion rates and meet or exceed sales targets.
- **Inbound Communication:** Handle incoming calls and respond to email inquiries promptly and professionally.
- **Client Data Collection:** Gather accurate client information for initial document distribution.
- **Customer Service Excellence:** Deliver outstanding customer service to clients and introducers, ensuring a seamless experience.
- **Relationship Building:** Cultivate and maintain productive relationships with introducing partners to enhance lead generation and conversion.
- **Innovation and Improvement:** Contribute innovative ideas for departmental improvements and stay updated with industry trends.
- **Record Keeping:** Maintain accurate and updated records on our bespoke internal case management system.

Skills & Attributes:

- **Essential:** Extensive experience in a high-pressure sales role with a proven record of exceeding targets.
- **Exceptional Communicator:** Strong, persuasive communication skills with an approachable demeanour.
- **Sales-Driven:** Highly motivated and target-driven with an unwavering commitment to closing deals.
- **Organisational Excellence:** Excellent organisational skills and the ability to manage an extensive lead list.
- **Customer Focused:** A customer service-oriented mindset with a passion for delivering top-tier results.
- **Team Player:** Collaborative with the ability to work independently and take initiative.
- **IT Proficiency:** Proficient in IT systems and CRM software.

Benefits:

- **Flexible Working:** Hybrid/Remote working options.
- **Generous Leave:** Up to 28 days holiday (plus bank public holidays) and additional days off for life events.
- **Special Celebrations:** A day off to celebrate your birthday.
- **Healthcare:** Private medical insurance (after 1 year of employment).
- **Career Growth:** Development opportunities for career progression and recognition events.
- **Holiday Shutdown:** Christmas shutdown period to enjoy the festive season.

Join Dezrezlegal and be a key player in our sales success, driving our business forward with your expertise in closing deals and achieving exceptional sales results.