

Inside Sales Representative UKI

Department: Sales Europe

Location: Hybrid Role - Greater London Area

Reports to: Inside Sales & Sales Administration Manager

Employment: Full-time

Introduction:

Leyard Planar are a tier 1 global display manufacturer. The core business is selling LED displays to a huge network of audiovisual specialist dealers and integrators, who use them as part of a display solution to their end customers. Our large portfolio of products are used in a wide range of business applications, including corporate meeting spaces, auditoria, live events, university lecture spaces, digital signage, control rooms and sports locations to name a few.

The LED screen market is growing fast, and Leyard Planar are expanding the team to serve the increased demand. We are seeking an Inside Sales professional to support the sales team by preparing quotations, managing leads and opportunities in Salesforce, and working closely with the Sales Administration team to process incoming orders.

Job Summary:

This full time role will primarily support the UK and Ireland sales team and will act as a key point of contact for customers and partners. The successful candidate will play an important role in ensuring fast, accurate quotations, effective lead management, and smooth communication between customers, partners, and internal teams, helping to maintain efficient and responsive sales operations.

The position offers a flexible working arrangement. While a London-based candidate would be ideal, the role can also be performed remotely (work-from-home). The successful candidate will occasionally be required to attend the London office.

Occasional travel may be required to attend trade fairs, exhibitions, and industry events.

Candidates with experience in a relevant or similar market will be considered a strong advantage.

Compensation: £36,000 base salary plus up to £5,000 variable

Key Responsibilities:

- Prepare accurate and timely quotations for customers and partners.
- Proactively contact new leads to assess the potential to convert inquiries into real sales opportunities.
- Update and manage leads, accounts, and sales opportunities in Salesforce (CRM).
- Collaborate with the Sales Administration team to process incoming orders efficiently.
- Act as a main point of contact for customers, addressing inquiries, providing updates on orders, and ensuring a high level of service.
- Assist in monitoring order progress and follow up to ensure timely delivery.
- Support sales reporting, forecasting, and other administrative tasks as required.
- Maintain accurate and up-to-date records of customer interactions, quotations, and orders.

Skills:

- Strong negotiation skills with the ability to influence decision-makers confidently
- Proven experience in B2B sales, inside sales, or professional AV sales environments is an advantage
- Proficiency in CRM software such as Salesforce for managing customer data and sales pipelines
- Excellent communication skills in English, both verbal and written, with the ability to articulate technical information clearly
- Experience in telemarketing or outbound calling campaigns with a focus on warm calling techniques

Please email your resume to Leyard Europe HR Support at le-hrsupport@leyardgroup.com.