

One Team

Our People

Jake Bristow
New Sales Representative

Our New Business Representatives encourage prospects to join our company and reap the many benefits of having a robust supplier pre-qualification programme in place. Working directly with potential new customers, this role is responsible for increasing the number of new customers who buy our products and services in a given region and/or sector.

Incentivised and rewarded with sales bonuses, this entry-level sales role provides a great foundation for a career in high value B2B selling.

What does your current role involve?

Looking to cultivate relationships with prospective customers by phone and with face to face meetings. My specific targets are construction companies who need to closely monitor their supply chain to ensure issues such as modern slavery and health and safety are rigorously addressed.

What do you like most about your role?

The team are great, everyone is really enthusiastic and hard working so there's always a great atmosphere. I like how conversations with customers are never predictable and can be different each time.

What skills do you need to do your job?

Commitment is really important in understanding the business model, the value we give and the industry specific knowledge. I think confidence is key as we should always assume the role of the expert.

What advice would you give to someone considering a career with Achilles?

Do research what we do as it is pretty alien to start with but once you get a grip of what we do and why we do it, it really helps you believe in Achilles and perform to the best of your ability.

How long have you been working at Achilles?

14 months.

In 3 words how would you describe Achilles?

Diverse, progressive, fun.

What has surprised you most about working for Achilles?

How much a company can develop and improve in such a short space of time. There has been so much positive change since I have been here, both about the work place and implementation of well being programmes and socials as well as in the way we go about our work and deliver for our customers.

**We're always looking for talented people to help us
in our mission to raise standards across supply chains
and help businesses perform brilliantly.**

Join the team.



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