



TRAINEE INTERNATIONAL SALES EXECUTIVE

A once in a lifetime opportunity to join the growing The Little Car Company Sales and Business Development Team. We are looking for someone who is passionate about sales, full of energy and positivity and is keen to grow their career selling our amazing range of cars to some of the most demanding UHNWI across the globe. We offer a competitive salary plus commission, excellent training and the possibility of international travel. If you are based in the UK, understand the luxury market and have exceptional customer service skills, we want to hear from you.

Summary

Compensation: £20,000 plus commission + share options + company bonus scheme

Location: Flexible but a couple of days a month presence required at The Little Car Company Headquarters, Bicester Heritage, Oxfordshire.

Holiday: 25 days per year plus bank holidays.

Share options scheme: After 6 months with us - we want everyone to feel 'ownership' of the company

Start date: Upon finding the right candidate

Report to: Global Head of Sales

Culturally, we take pride in the way we work and what we achieve. We are committed to advancing the work of equality, diversity and inclusion and we want to attract the best people from the widest talent pool, as well as those who reflect the diverse nature of our society.

A little about TLCC and our culture

The Little Car Company makes officially branded drive-able little cars for luxury high-end motor manufacturers. We're already making cars for Bugatti and Aston Martin Lagonda, Ferrari, Tamiya and there are more to follow.

Beautifully engineered vehicles don't just appear at our client's front doors - they are a result of months and sometimes years of meticulous design, dedicated craftsmanship, uncompromising testing and a personal customer experience second to none.

That doesn't happen without an exceptionally talented team fuelled by a determination to create truly remarkable vehicles, whilst having a ton of fun along the way. We work with the best car manufacturers in the business, so are only looking to recruit amazing talent to our small but highly functioning team.

We are building something special, an environment where everyone looks forward to their Monday mornings and everyone in the company knows the difference they are making and can see how much value they are adding every day. Everyone in the team owns a part of the business through our share scheme so it is important we only employ people committed to making the business the best it can be.

Our Values

Start Simple: Don't worry about having all the answers, just get started. Growth comes from taking chances and making mistakes. We approach problem-solving with resourcefulness and creativity without compromising on attention to detail.

Collaboration: We support each other and work together. We strive to leverage the collective intelligence of everyone at TLCC. We are free of ego and seek to understand. We challenge each other, but respectfully.

Communication: Communicate directly – whatever the question, communication is the answer. Get feedback early and listen openly. Someone does not have to be wrong for you to be right.

Accountability: Champion Accountability – accept responsibility for your actions and inactions. We are open and honest about our shortcomings, as we are with our successes. Strive for continuous improvement in the everyday.

Diversity: Seek and value the strength of diverse perspectives – we learn from all to build for all. Embrace differences - everyone at TLCC should be able to work and learn in an atmosphere of respect, dignity, and acceptance.

Adventure: Grow our business in a way that makes us proud. Embrace the Adventure – set ambitious goals, understand things don't always go to plan, work with creativity and passion and celebrate success! Remember TLCC belongs to all of us.

The role:

As we look to grow, we are searching for a trainee International Sales Executive to sell our cars directly to private clients and global business partners. You don't need any experience in sales or cars, but you need to be interested in becoming an expert at both!

Our private clients demand the best. We also deal with the most prestigious dealerships in the world, and they all expect top level support throughout their journey with us. You will need to have the confidence, gravitas, and ability to converse with our clients and partners wherever they are in the world. We communicate with our clients typically via email, WhatsApp and by phone but also attend global events so you need you to be flexible, confident, organised, well presented, and disciplined. Any additional languages you speak would be considered a bonus!

If you want to kickstart a new career learning from the best of the best, learn to craft unique experiences for clients and partners, are confident you will flourish when multitasking and nurturing new relationships and love the idea of tackling unusual client requests, then you may be the person we are looking for.

The day-to-day responsibilities:

With training and support

- Locate and manage a pipeline of private clients and partners throughout the sales process. Thoughtful and consistent nurturing of client relationships is what we do best - our clients expect nothing but the best.
- Research qualified prospects and conduct telephone conversations to establish rapport with prospective clients.
- Respond to inbound sales enquiries.
- Supporting on client facing events (both national and international).
- Supporting on client test drive events at our HQ at Bicester Heritage.
- Support the Client Services Manager, Operations Manager, Marketing Manager and Head of Sales with the client relationship journey.
- Provide timely reports on a weekly and monthly basis regarding sales activities and results to our Global Head of Sales
- Ad-hoc business admin tasks

Required skills:

- Hunting for sales opportunities along with building and maintain relationships is what gets you out of bed in the morning.
- Excellent communication and writing skills.
- Detail orientated.
- Comfortable working in an unstructured environment where you have plenty of autonomy expecting everyone to be high-performing, self-managing and taking the initiative. It's an entrepreneurial environment.
- Self-motivating – you'll have full support along the way, but we won't hold your hand throughout.
- Ability to confidently use Excel / PowerPoint / Outlook
- Experience in CRM – Microsoft Dynamics preferred but not essential
- A full UK driving licence is desirable

...and lots more. Being a start-up, we'd expect whoever assumes the role to have adaptability, flexibility and can-do attitude.

Details / perks

- Summer Party, Christmas Party and TLCC Friends and Family BBQ at HQ with test drives.
- Free access to Expert Academy online training courses.
- Birthday presents.
- We offer Flexible Working as a family friendly employer.
- There may be occasional travel with the company as required, potentially nationally / internationally.
- Option to take 1 month off unpaid after 1 year of service.
- Use of company van on weekends for moving etc.
- Our company car is a Caterham – as an employee you can book a weekend to use it as you like (within reason!)

- Opportunity for equity ownership / stock options and compensation will increase as we grow – ultimately you are in control of your destiny and the rewards will be there for the right people.

Keen to apply?

Please send us a covering note (maximum 400 words) with why you are the right candidate for this role. Please don't just regurgitate your CV – we are looking for a flavour of you and what you can bring The Little Car Company. Think of this as your own personal highlights reel.

If your CV is of interest an initial phone call will be scheduled with you. Following the success of this would be two interviews with different members of the Team followed finally with a Culture Fit conversation with our Chief of Staff.

TLCC and GDPR

Please note that if you have not heard from us one month after the closing date of the advert then on this occasion then you have not been successful. However, we will keep all applications and CVs on file and be in touch if any future roles match your skills. If you would prefer that the Company deletes your CV and covering letter, please send a deletion request at any time to the company and your data will be disposed of in line with GDPR regulations.