

Sales & Business Development Executive

- 📍 **Region:** Midlands / London / Cambridge
- 💼 **Employment:** Full-Time
- 💰 **Salary:** £25,000–£35,000 base + uncapped commission
- 🚀 **Progression:** Fast-track to Sales Manager (6–12 months)

Company Overview

Sparrow Construction Ltd is a trusted specialist in the installation and full-package delivery of window, door, and curtain wall systems for commercial projects across the UK. We're known for stepping in where others fail, solving problems, meeting tight deadlines, and delivering outstanding results. As we grow, we're building a strong, agile sales team to match our reputation for excellence on-site.

About the Role

We are seeking a confident and proactive **Sales & Business Development Executive** to drive sales growth, secure new clients, and quote commercial façade projects across our core region.

You'll play a hands-on role from day one: identifying opportunities, meeting clients, submitting quotes, and closing jobs. You'll also work closely with the Managing Director to learn our pricing tools and systems, with a clear pathway to move into a Sales Manager position.

Key Responsibilities

- Sell installation services to **fabricators** (windows, doors, curtain walling – price work, daywork, emergency)
- Sell full-package façade solutions to **main contractors and developers** (design, supply, install, manage)
- Generate your own leads through LinkedIn, Barbour ABI, and outbound outreach
- Quote projects using our internal pricing tools (MD approval required initially)
- Manage your pipeline and reporting through Capsule CRM
- Attend meetings, client visits, and site surveys as needed
- Provide fortnightly sales updates and attend monthly review sessions

Ideal Candidate

- Construction or fenestration experience preferred (but not essential)
- Strong communication, negotiation, and relationship-building skills
- Organised and self-motivated with a results-driven mindset
- Comfortable using CRM systems (training provided)
- Full UK driving licence required

Compensation & Package

- **Base Salary:** £25,000–£35,000 depending on experience
- **Commission:**
 - 3% on jobs under £20K
 - 5% on jobs £20K–£50K
 - 7% on jobs over £50K
- **Bonuses:** Quarterly performance bonus based on target achievement
- **Equipment Provided:** Laptop, mobile phone, and tablet
- **Flexible Working:** Mix of home, field, and remote meetings


Initial Performance Targets

- Submit **3–5 quotes per week** once fully onboarded
- Secure **£600K–£750K/year** in signed contracts
- Maintain a rolling pipeline of **£100K–£150K**
- Target split: **75% new business / 25% account management**

How to Apply

To apply, send your CV and a brief introduction to:

 info@sparrowconstruction.co.uk

 01536 639 023

 www.sparrowconstruction.co.uk

At Sparrow Construction, we don't just install windows — we solve the problems others walk away from.