Sundridge Search
Recruitment Consultants

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# Filled by Sundridge Search – VACANCY CLOSED – Compressed Air Sales Representative (£40000 – £50000 basic plus benefits)

## Description

A supplier of compressed air capital machinery and compressed air service solutions is looking for an Area Sales Representative to join their national sales team. A home-based role with frequent travel to customers. Our client is looking for an Sales Representative to service the water industry. The ideal candidate will need to be used to managing in excess of one million pounds sales turnover and must be used to chasing larger value compressed air projects. In order to cover the required area effectively the candidate needs to be based in South East or the North West of England. Our client services the whole of the UK and the role is a new role due to expansion. This company is expanding aggressively which will offer individuals joining the company in 2020 the opportunity to spread their wings in terms of career development!

## Responsibilities

- Sales, business, pricing, forecasting, planning etc
- Manage channels
- Evaluate current product mix
- Reports
- Drive and ambition with a desire for results
- Excellent communication skills both written and spoken
- Ability to work on own initiative but also to be a team player
- Enjoy working in a complex environment
- Strong ability to influence
- Responsible for all aspects of account management
- New Business Development
- Negotiation with clients

## Qualifications

Candidates must have Compressed Air Capital Sales experience and a customer base in the water industry. An engineering qualification will be advantageous as well.

## Job Benefits

- £40000 to £50000 basic salary plus benefits
- Company car or car allowance
- OTE
- Pension (5% vs 5%)
- Laptop & phone

## Contacts

info@sundridgesearch.com

**Hiring organization**
Sundridge Search

**Employment Type**
Full-time

**Beginning of employment**
March 2020

**Industry**
Construction

**Job Location**
United Kingdom, South East

**Working Hours**
Normal hours of work are 0900 to 1700, Monday to Friday with 1 hour break for lunch. You may be required to work outside these hours as necessary for the proper performance of your duties)

**Base Salary**
£ 40000 - £ 50000 - £ Plus OTE

**Date posted**
January 1, 2022