Sundridge Search
Recruitment Consultants

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Filled by Sundridge Search – VACANCIES CLOSED – x2 Chain Sales Manager (£30000 – £40000 basic plus benefits)

Hiring organization
Sundridge Search

Employment Type
Full-time

Beginning of employment
2020 & 2025

Industry
Power Transmission

Job Location
United Kingdom, Nottingham

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
£ 30,000 - £ 40,000

Date posted
January 1, 2022

Description

Our client is a leading manufacturer of industrial use power transmission components and equipment.

Their main products are industrial drive chains, attachment chains and large size conveyor chains. Related products such as cam clutches, sprockets, shaft couplings, safety devices, toothed belts & pulleys complement the program.

Our client are looking for an East Midlands based internal sales team Leader, focused on sales result and quotation management.

Responsibilities

- Proactive support for accounts and in partnership with the internal and external sales teams.
- Managing the internal sales team ensuring that quotes are provided in a timely manner, followed up and converted to orders.
- Create and manage department KPIs on quote/order hit-ratio and conduct lost order analyse.
- Maintain good relationships with new and existing customers including distributors, OEMs and end users, making regular contact by visiting and telephone.
- Undertake site visits to customer's when required.
- Act as a main communication route between our client and their UK customers and between the market and our client.
- Update the company CRM (Customer Relationship Management) system with records of activities, customer contact information and status on a daily / weekly basis.
- Complete and submit reports and admin work promptly as and when required.
- Ensure that all company policies, procedures and standards are adhered to.
- Ensure Health & Safety legislations are adhered to.
- Perform other related duties as assigned by the Line Manager.

Qualifications

- Strong leader with disciplined approach
- Highly organised and self motivated
- Commercially astute
- IT systems: ERP and CRM experience
- Background in Mech PT / Bearings / Technical product sales management
- Previous working with distribution networks
- Basic technical / engineering education

Job Benefits

- £30000 to £40000 basic salary plus benefits
- OTE
- Pension
- Laptop

Contacts
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