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Recruitment Consultants

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Filled by Sundridge Search – VACANCY CLOSED – Air Filtration North West Sales Manager (£30000 – £35000 basic plus benefits)

Hiring organization
Sundridge Search

Employment Type
Full-time

Beginning of employment
September 2019

Industry
Filtration

Job Location
North West England

Working Hours
Contracted hours are Monday to Friday 0830 to 1730

Base Salary
£ 30000 to £ 35000 - £ Plus a minimum of £10000 bonus

Date posted
January 1, 2022

Description

Our client is an Air Filtration manufacturer. They are looking for a North West based Sales Engineer to service the North West of England and Scotland. The candidate needs to be based in the North West of England. Ideally South of Cumbria, West of Huddersfield, North of Stoke and East of Wales: as this is where the majority of their business is focused.

The successful candidate will be required to grow and secure new customers. There are ambitious growth plans at this business and the individual joining our client should be able to spread their wings in terms of career development by joining the business in 2019. A strong commercial background is essential. The individual must be driven and highly motivated by success. A technical sales background is essential.

Responsibilities

- New Business Development
- Negotiation with clients
- Effective diary management & appointment planning
- Writing and delivering presentations
- North West travel & customer appointments
- Daily route planning to maximise impact on accounts
- Developing tailored solutions
- Building and maintaining strong relationships with existing & potential new clients
- Providing technical support and advice on a product portfolio and ancillary equipment
- Liaise across technical and sales teams
- Specifying & supporting a wide range of equipment
- Quotation monitoring and conversion
- Personal Development of a core customer portfolio
- Visiting customers as required to assist in product selection and project support
- Key Account Acquisition & Retention
- Ability to multi-task, work on own initiative, and delegate decision-making
- Prospecting & Lead Generation

Qualifications

Candidates must have Filtration experience.

Candidates with an AHU, Ductwork Cleaning or demonstrably/ clear allied market experience will be considered.

Job Benefits

- £30000 to £35000 basic salary plus benefits

- Car allowance (value: £350 per month)
- OTE (£10000)
- Pension (5% vs 5%)
- Laptop & phone

Contacts
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