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Recruitment Consultants

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Filled by Sundridge Search – VACANCY CLOSED – Height Safety Midlands & Central Sales Manager (£30000 – £35000 basic plus benefits)

Hiring organization
Sundridge Search

Employment Type
Full-time

Beginning of employment
September 2020

Industry
Health & Safety

Job Location
United Kingdom, Central

Working Hours
Contracted hours are Monday to Friday 0830 to 1730

Base Salary
£ 30000 to £ 35000 - £ Plus a minimum of £10000 OTE (If targets are achieved)

Date posted
January 1, 2022

Description

Our client is an international Height Safety Equipment manufacturer. They are looking for a central England/Midlands based Sales Manager. The successful candidate has to be based no further North than York (on the North East) and Preston (on the North West). And, no further South than Milton Keynes. Ideally the candidate will be based centrally in the geography described (ideally candidates will not based in East Anglia or Wales as the majority of the business is an hours drive from these locations).

The Sales Manager will control and develop new and existing Height Safety customer accounts as well as gain new business in the Midlands. You will be working with the director to develop the business. The ideal candidate needs to have a successful track record in technical sales. This is a unique opportunity for someone with no industry experience to learn and sell height safety equipment for a business whose preference is to recruit candidates from outside of the lifting and height safety market. This is a great opportunity to sell a completely new product!

Responsibilities

- Pre-sales technical assistance
- Solving customer problems
- Convincing clients that a product best fits their requirements
- Ensuring sales targets are met
- Sales, Marketing, business, pricing, forecasting, planning etc
- Managing channels
- Evaluating current product mix
- Reports
- Working with R&D & Marketing departments
- Proactive, positive and passionate
- Drive and ambitious with a desire for results
- Excellent communication skills both written and spoken
- Ability to work on own initiative but to also be a team player
- Working in a complex environment
- Strong ability to influence
- Responsible for all aspects of account management
- Work with product management to develop new products
- New Business Development
- Key Account Management
- Negotiation with clients

Qualifications

Candidates must have sales experience. Our client tends to employ a good technical sales person or a good technical person who has a good understanding of sales process and wants to pursue a selling career.

Job Benefits

- £30000 to £35000 basic salary plus benefits
- Company car
- OTE (£10000)
- Pension (3% vs 5%)
- Health Care (BUPA)
- Home office allowance
- Laptop & phone

Contacts
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