Sundridge Search
Recruitment Consultants

https://www.sundridgesearch.com/job/hydraulic-hose/

Filled by Sundridge Search – VACANCY CLOSED – Hose Sales Manager (£35000 – £45000 basic plus benefits)

Hiring organization
Sundridge Search

Employment Type
Full-time

Beginning of employment
July 2023

Industry
Industrial Supplies

Job Location
United Kingdom, London

Working Hours
Contracted hours are Monday to Friday 0830 to 1730

Base Salary
£ 35000 to £ 45000 - £ Plus a minimum of £10000 bonus

Date posted
January 1, 2022

Description

This is an opportunity to work with a company with an excellent UK reputation. Our client provides hose solutions to UK OEM and End User customers. Reporting to the UK director and in a home-based role you will plan, manage and develop the hose group sales and marketing strategy for your area. This requires the successful candidate to demonstrate the skills to win and retain business, whether new, existing or previous. You will track competition and build relationships with key decision makers to assist the continued development of the business.

Previous experience in a similar role and sound knowledge of the hose industry is essential. This is because you will be required to provide technical hose solutions to clients. A home residence in London or close to London is also essential as the territory is a London territory with the majority of customers inside the M25. Outstanding interpersonal, as well as excellent presentation skills are a must: and you need a high level of self-motivation and commercial acumen.

Responsibilities

- New Business Development
- Key Account Management
- Negotiation with clients
- Effective diary management & appointment planning
- Writing and delivering presentations
- London travel & customer appointments
- Daily route planning to maximise impact on accounts
- Pre-sales technical assistance
- Solving customer problems
- Convincing clients that a product best fits their requirements
- Ensuring sales targets are met
- Evaluating current product mix
- Reports
- 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

Qualifications

Candidates must have Technical Sales experience.

Job Benefits

- £35000 to £45000 basic salary plus benefits
- Company car or car allowance
- OTE (£10000)
- Pension (5% vs 5%)
- Health Care

- Laptop & phone

Contacts
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