Sundridge Search
Recruitment Consultants

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PCR Fleet Tyres Sales Leader (£65000 – £70000 basic plus benefits)

Hiring organization
Sundridge Search

Employment Type
Full-time

Industry
Tyre

Job Location
United Kingdom (based anywhere)

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
£ 65000 - £ 70000

Date posted
June 21, 2026

Description

We are seeking a sales leader to join a dynamic, UK based sales team. This senior role will report directly to the Managing Director and oversee PCR Fleet business across the UK. The ideal candidate will have PCR Fleet expertise, leadership skills and a proven track record in driving sales performance.

The role will have a PCR Fleet sales team built around this position. So experience leading a team is preferable!

Responsibilities

As a significant member of the team, key duties include, but are not limited to:

- Supporting company with searching for prospective customers, seeking out opportunities and developing relationships and increasing business
- Technical support of customers
- Keeping professional relationship with current customers
- Undertaking research to gather intelligence in the market place
- Ensuring alignment with the overall strategy, create and develop the business portfolio with the aim of defining premium price position & product knowledge (client vs competitors).
- Providing training and technical advice to the sales team, along with providing support in the closure of negotiations
- This role will also involve representing our client at both internal and external customer events

Qualifications

- A good level of general education
- Background and proven record in the Tyre market Sales & Technical business, with a strong sales ethos
- Tyre Business Experience
- Excellent presentation skills
- Flexible approach to work and able to work under pressure
- Able to demonstrate sound financial acumen (eg P&L, GM% etc).
- Ability to organise workload, be self-motivated to ensure deadlines are achieved
- Ability to work alone on own initiative and as part of a team
- Excellent communication skills, able to successfully negotiate and influence at a senior level
- Able to develop and maintain strong relationships
- Good IT knowledge and skills, to include Excel
- Able to drive with full driving license
- Flexibility to travel and stay overnight

Job Benefits

- Competitive salary

- Opportunity to lead and shape a high-impact sales function while reporting directly to the Managing Director.
- Career development and leadership training opportunities.
- Private health insurance, pension plan.
- Company car

Contacts
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