



Role: Area Sales Manager

Location: External role covering the West Midlands.

Job Type: Full Time, Permanent (Monday to Friday)

Sector: Plant Sales

Package: Competitive salary plus commission structure, company car, phone & tablet.

The Company

BTE Plant Sales has been established for over 30 years, our head office is located in Leicester with other depots located in Leeds and Leyland. We work with premium construction machinery brands that are all leaders in their sectors and utilise cutting edge technologies for their innovative products. What's more, we have extensive experience working with plant and tool hire, house builders, ground workers, civil engineers, landscapers, utilities and many other sectors of the construction industry. We offer new and used plant sales and well as service, after sales and parts.

Job Description

We are seeking a highly motivated and experienced Area Sales Manager to join our busy sales team. Reporting directly to the Managing Director you will strengthen existing customer relationships and will be responsible for locating and developing new customers. This is a field based client facing role and requires somebody who is confident in talking to people and understanding their needs to provide an excellent service. This is a challenging and rewarding opportunity for someone who is passionate about sales and has a proven track record of achieving targets.

Main Responsibilities

- Build & strengthen existing business relationships

- Develop relationships with new clients and identify new business opportunities
- Achieve planned sales targets and goals
- Promote the company's services and product range and understand their technical complexities.
- Prepare quotations and order confirmations
- Plan customer calls and journeys to maximize your time in the field
- Prepare weekly sales reports
- Maintain awareness of competitor activity within the area and any potential impact this may have
- Liaise with colleagues in various departments including Sales Admin, Parts and Service
- Represent the company at key industry events, exhibitions and conferences

Key Skills & Requirements

- Previous experience within a sales role, preferable within the Construction / Plant sector
- Experience selling plant machinery or similar equipment
- Ability to influence and persuade to close a deal
- Work independently and be pro-active
- Ability to manage time effectively
- Resilient and comfortable dealing with engineers and industrial clients
- Good communication and negotiation skills
- Results driven and self-motivated
- Willingness to travel
- Full clean UK driving licence

Benefits include

- Competitive salary and commission structure
- Company car
- Mobile phone & tablet/laptop
- 23 days holiday per year plus statutory bank holidays
- Free onsite parking
- Company pension
- Medicash – sole-Level 1