

JOB DESCRIPTION

JOB TITLE	Area Sales Manager – the Midlands
REPORTS TO	Managing Director
LOCATION	External role covering the Midlands area

Job Description:

We are seeking a highly motivated 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
- 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 of working for BTE:

- Competitive salary and commission structure
- Company car
- Mobile phone & tablet
- 23 days holiday per year plus statutory bank holidays
- Free onsite parking
- Company pension
- Medicash – sole-Level 1
- Colleague referral scheme up to £250
- Long service award

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

Package: very competitive salary depending on experience, competitive commission structure, company car, phone & tablet.

If this sounds like the role for you then we would love to hear from you! Please email your CV to jobs@bteplantsales.com and we will be in touch.