

## Area Sales Manager

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Company: Verto People

Location: Middlesbrough

Category: architecture-and-engineering

Area Sales Manager / Area Sales Representative / Business Development Manager / Sales Engineer to join a leading tools company.

The Area Sales Manager / Area Sales Representative / Business Development Manager / Sales Engineer will work remotely covering Middlesbrough, Darlington, Spennymoor, Lancaster, Teesside, Durham, Sunderland, Newcastle and surrounding areas, selling Tools into a range of different industries.

The successful Area Sales Manager / Area Sales Representative / Business Development Manager / Sales Engineer will have experience within the tooling industry or an interest in tools with sound sales experience and a good understanding of the geographical area.

### Package

£33,000 basic + Commission (£45,000 – £57,000 total OTE)

22 days + bank holidays and birthday off

Company Car

Pension Responsibilities include:

The Area Sales Manager will Meet and exceed sales objectives of assigned accounts by promoting and selling the company's range of products through professional sales

techniques, product knowledge and long-term customer relationships.

Regularly utilise and showcase product samples to enhance sales performance, focusing on specific products and key business categories.

Proactively seek out and cultivate new sales opportunities within the area, expanding our client base and driving revenue growth.

Continuously improve product knowledge to effectively communicate features, benefits, and value propositions to clients.

Attend end-user trade shows as required, which may involve occasional weekend work.

Engage in ongoing development of selling and sales skills, leveraging support from the Regional Sales Manager to enhance proficiency and effectiveness.

Take ownership of the sales performance in the designated area and account base, ensuring targets set by the Regional Sales Manager are not only met but surpassed. This includes adhering to specified call rates, maintaining a healthy buyer engagement ratio, and achieving order rates as outlined by management.

Be able to cover Middlesbrough, Darlington, Spennymoor, Lancaster, Teesside, Durham, Sunderland, Newcastle, and surrounding areas. Requirements Include:

Experience as an Area Sales Manager, Area Sales Representative, Regional Account Manager, Business Development Manager, Sales Manager, Sales Executive, Sales Engineer, External Sales Manager or similar.

Any Technical or engineering background would be advantageous.

Experience in the Tool industry would be ideal.

any sales background can be considered if you have an interest in tools.

Adaptable, flexible and able to multitask.

Be able to cover Middlesbrough, Darlington, Spennymoor, Lancaster, Teesside, Durham, Sunderland, Newcastle, and surrounding areas.

Full UK driving license

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