

Area Sales Manager - Tool Hire

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Company: Embark Recruitment

Location: Send

Category: construction-and-extraction

The Role:

Working for a regional tool and lifting hire equipment supplier, we are looking for a star, a sales professional with drive, passion & self-motivation who can demonstrate their previous success in a similar position. A field-based sales role responsible for identifying and increasing hire and sales opportunities for a wide range of tool and lifting equipment within an area covering Surrey / Berkshire / South West London. Working closely with the sales and senior management team, the position is primarily focused on bringing in new business, whilst also growing existing customer accounts profitably. You will have significant autonomy in tailoring the offering to meet your customer needs. This is a full time, permanent position with a company car, mobile phone and an excellent bonus / commission structure.

Base salary circa £50k - £60k per annum plus bonus, vehicle etc.

Key Responsibilities:

As an Area Sales Manager - Tool Hire , your job role would include:

Identify and develop new business opportunities

Maximise revenue from existing customer accounts

Establish, develop and maintain positive customer relationships

Keep up-to-date with industry developments, market trends etc

Meet or exceed agreed sales targets

Work both on building sites and client offices

Skills:

The ideal candidate for the Area Sales Manager - Tool Hire, role will have:

Previous experience in one or more of the following roles: Sales Executive; Area Sales Manager; Business Development Manager; Technical Sales Representative, Key Account Sales, or Field Sales

You will need previous experience within the Plant Hire / Tool Hire industry

Excellent selling, communication and negotiation skills

Ability to work both independently and as part of a team

Highly motivated and target driven

Customer focused with excellent customer service skills

Successful track record in field sales

You must be confident using IT software

Full UK drivers licence

Benefits:

Within the role of Area Sales Manager - Tool Hire, you would receive:

Company Car

25 Days Holiday + Bank Hols

Uncapped Bonus

No weekend work

Pension scheme

Full time permanent position

Location:

This position would suit someone within these areas:

Surrey

Berkshire

South West London

South London

Greater London

Please follow the link if you'd like to apply.

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