

United Kingdom Jobs Expertini®

Area Sales Manager

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Company: HappyJobsNI

Location: United Kingdom

Category: other-general

Job Description

Happy Jobs NI is delighted to be working alongside RSW International in the search for a dynamic, customer-focused, and results-driven Area Sales Manager to join their dedicated team during this exciting phase of expansion and development. **Location:**

Northern Ireland (NI), with coverage across NI, ROI, and Scotland

Schedule:

Permanent, Monday to Friday, 37 hours per week. Flexible hours required to accommodate customer demands. Field-based visits, remote work, and occasional visits to head office in Rochdale or showroom facilities as needed.

Reporting to:

Commercial Director

The Package:

This position offers a basic salary between £30,000 - £35,000 per annum + a realistic OTE of £42,000+ (Uncapped) per annum.

About Our Client:

RSW International is a leading importer/ distributor with over 50 years of generic as well as bespoke home and leisure consumer products. With a head office based near Manchester in the UK and offices throughout Asia, they have built up strong relationships with UK & Irish independent stores and retailers.

As part of RSW's exciting expansion plans they are looking to appoint a driven Area Sales Manager who will be responsible for growth across NI, ROI and Scotland.

Role Overview:

As an Area Sales Manager, you will be responsible for managing a diverse customer account base, including wholesalers, independent retailers, and online trading accounts. Your role will involve regular communication with clients, presenting proposals and quotations, and processing orders efficiently. With a focus on meeting targets, you will play a pivotal role in driving sales growth and maintaining strong customer relationships.

Key Responsibilities:

Manage and nurture a portfolio of accounts, handling order processing, presentations, and order management.

Provide quotations and proposals via various channels, including phone, email, and in-person visits.

Actively seek new business opportunities to contribute to annual sales targets.

Maintain accurate and up-to-date customer data and account records.

Represent the company at trade shows and events, showcasing products and networking with potential clients.

Utilize company showroom to present new products and innovations to customers.

Requirements:

Proven experience in a regional sales role, with a focus on customer relationship management.

Familiarity with volume import business preferred, but not essential.

Strong computer literacy, including proficiency with iPad and bespoke software.

Excellent communication and interpersonal skills.

Detail-oriented with the ability to prioritize tasks effectively.

Self-motivated with a proactive approach to work and a results-driven mindset.

Full driver's license required.

Benefits:

Competitive salary package with performance-based incentives.

Opportunities for career advancement and professional development.

Comprehensive training and support provided.

Car Allowance

23 Days Annual Leave + Bank Holidays

Life Assurance

UNUM Employee Assistance Program

Dynamic and collaborative work environment.

You may also be of interest for this role if you are currently working in roles such as Regional Sales Manager, Account Manager, Business Development Manager, Territory Sales Representative, Key Account Executive, Sales Representative, Wholesale Account Manager, Retail Sales Manager, Field Sales Representative, Channel Sales Manager, Sales Executive, Sales Consultant or as a Territory Sales Manager

If you are seeking a new challenge, we would love to hear from you. To express your interest and learn more about this exciting opportunity, please submit your updated CV outlining your relevant experience and achievements either by applying online or sending your CV to alternatively call our team on 028 9099 5808 and we'd be happy to answer any questions you may have on the position.

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