

## Area Sales Representative - Dundee/Aberdeen

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Company: GAP Group Limited

Location: United Kingdom

Category: other-general

### About the role

#### The Role

Our team is the best in the industry – is it time for you to join us?

The Role:

Our nationwide Plant and Tool division hires a range of equipment including diggers, dumpers and small hand tools to companies within the construction, utilities and infrastructure sectors.

Reporting directly to the Regional Sales Manager, the Area Sales Representative (ASR) will be responsible for maximising Plant & Tool (P&T) hire revenue opportunities from existing major account customer and winning new business. This will include delivering sales presentations to our major account customers at a senior management level and attending depot/customer trade days to promote our product offering. The Regional ASR will also work with various stakeholders across the GAP Group network including Regional Sales Managers and their sales teams, to ensure pro-active promotion of hire opportunities for P&T equipment within their existing customer base.

#### About You

Successful candidates should demonstrate the following:

- Significant experience working in an area sales role within the construction/hire industry is essential
- A proven track record in exceeding sales targets and generating revenue growth by maximising opportunities from existing customers and winning new business
- Exceptional communication skills with the ability to engage with both internal and external stakeholders at all levels
- An effective negotiator and problem solver with the ability to work effectively under pressure and prioritise workload
- Proficient in MS Office packages including Excel and Word, and CRM systems
- Driving Licence (Essential)

### **About Us**

From one division, GAP Hire Solutions now has 10 divisions offering the hire of equipment throughout the UK. We're looking to recruit the best talent the industry has to offer to help us grow even further. As a GAP employee, you'll enjoy loads of benefits such as a staff social fund and loyalty holidays. Our in-house Learning & Development Team are dedicated to giving you the skills you need to be your best and as a company we are always keen to promote internally.

Benefits include:

- Competitive salary and bonus scheme
- Up to 25 days annual leave plus bank holidays
- The option to buy up to 5 days additional leave
- Contributory Pension Scheme
- Life Assurance
- Employee Welfare Fund (Company-funded social events)
- Cycle to Work Scheme
- Health & Wellness (Well-being Hub, Employee Assistance Helpline, Annual Flu Jab)

So what next?

If you fit the profile and are up for the challenge, we would love to hear from you!

To apply all you need to do is upload your CV and complete our short application form and we'll take it from there.

GAP GROUP IS AN EQUAL OPPORTUNITIES EMPLOYER

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2. [Area Sales Representative - Dundee/Aberdeen AdminjobsJobs United Kingdom Adminjobs ↗](#)
3. [Area Sales Representative - Dundee/Aberdeen Sustainabilityjobs Jobs United Kingdom Sustainabilityjobs ↗](#)
4. [Area Sales Representative - Dundee/Aberdeen Searchnzjobs Jobs United Kingdom Searchnzjobs ↗](#)
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