

## Area Sales Representative

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Company: dh Logistics Appointments

Location: Middlesbrough

Category: Other-General

Area Sales Representative Middlesbrough 32K + up to 16K Bonus Company Car We are currently recruiting for an Area Sales Representative for our customer - one of the leading hire and rental companies in the UK. This Area Sales Representative role will cover the whole of the North East - but will be based at their site in Middlesbrough. As Area Sales Representative you will be responsible for maximising hire revenue from existing major account customers and winning new business.

This will include delivering sales presentations at a senior management level and attending customer trade days. About You: Strong experience working in an area sales role within either the construction or hire industry A target driven individual with a proven track record of generating revenue growth and winning new business Excellent communication skills with the ability to engage with stakeholders at all levels An effective negotiator with the ability to work well under pressure Proficient in MS Office packages Driving licence (essential) Benefits: Salary 32K Bonus up to 50% of salary (16K) 25 days annual leave plus bank holidays Company car The option to buy an additional 5 days leave Pension scheme Life assurance Cycle to work scheme Health and Wellness programmes If this role sounds like the one for you, then please email an up-to-date CV for immediate consideration

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