

## Regional Sales Manager - Generator Hire

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Company: Central Power Services

Location: Nottingham

Category: other-general

CPS Ltd have a vacancy for a Regional Sales Manager for the Hire of emergency diesel generators. CPS are UK distributors for FG Wilson and offer the full complement of services including Sales, Service, Installation, Hire & Parts.

### Duties:

Working in collaboration with our existing sales team the successful candidate will require methodical planning in seeking out of new potential customers within a defined geographical area. Current typical clients include local council and health authorities, utilities, government bodies, blue chip organisations, large and small electrical and construction contractors. Our business is a face to face sales orientated environment where regular contact and relationship building is essential. Visiting clients, demonstrating our company's abilities to execute the works, understanding the clients requirements and interpreting the specification. This would be followed by the presentation of a suitably competitive offer, and the monitoring of the sales tender process with the client to ensure the order.

### Additional duties:

Identifying potential customers and making contact

Visiting and quoting customers

General sales reporting to the UK Sales Manager

### Experience / Qualifications:

Experience in the sales of hire contracts to the industrial, commercial, health and construction sectors

Clean Driving Licence

Computer literate with general Microsoft Office packages

Good communication skills

Wish List:

Energetic sales professional with a can do attitude

Happy to multitask and work with minimum supervision

Central Power Services Limited are an equal opportunities employer

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