

## Sales Executive (Construction Machinery)

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Company: Nolan Recruitment Solutions

Location: Middlesbrough

Category: sales-and-related

### Sales Executive (Construction Machinery)

Employment type: Permanent

Hours/Duration: 7:45-16:30 Monday to Thursday. Friday 8am-12pm (work from home is available on Friday's if you wish)

Location: Middlesbrough

Salary: £32,000-£45,000 per annum base salary (depending on experience), Laptop, iPhone + Commission (25K commission achievable in year 1)

### Position / Company

We are delighted to present an exciting opportunity to join a leading construction machinery business in Middlesbrough as a Sales Executive. Unlike traditional sales roles, you will be approaching clients to purchase machinery rather than trying to sell them something. This will enable you to build strong relationships and negotiate deals. So you are not speaking with them to sell anything!

This unique position offers a chance to develop your negotiation skills and develop long-term partnerships with clients. As you become proficient in the role, clients will reach out to you when they are ready to sell their machinery, making you a trusted point of contact.

Previous experience selling construction or heavy plant machinery such as shredders, balers, compactors, crushers etc would be extremely beneficial.

#### Example of Responsibilities:

Research and analyse the construction machinery market to identify potential suppliers and vendors.

Source, evaluate, and negotiate with suppliers to obtain competitive pricing and favourable terms for the purchase of construction machinery.

Review technical specifications and requirements for construction machinery in collaboration with the wider team.

Maintain relationships with existing suppliers and vendors and establish new supplier networks to ensure a steady supply of quality construction machinery.

Maintain a comprehensive database (CRM system) of construction machinery inventory, including details of purchases, suppliers, warranties, and maintenance schedules.

#### Skills/Experience:

Experience selling construction or plant machinery would be advantageous.

Previous experience within a sales-based role.

Able to build and develop relationships.

Excellent communication skills.

Able to commute to office in Middlesbrough.

Flexibility to travel and stay away from home when required.

Nolan Recruitment are acting as a recruitment agency. If you are successful, you will work directly for the end hirer (Client)

Keywords: Business Development Executive, Sales Executive, Business Development Manager, Sales Coordinator

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