

Sales Person

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Company: Toyota Material Handling Manufacturing

Location: United Kingdom

Category: other-general

We are looking for an experienced Sales Person to work within the our local sales business area selling and promoting the full product range of material handling equipment (forklifts and warehouse trucks). This role comes with a competitive salary and commission scheme, an attractive company pension, an excellent company car and the opportunity to work for the Worlds number 1 material handling provider.

About the role

The role involves selling materials handling solutions (the best in our industry) and providing excellent levels of customer service to businesses in a wide range of industry sectors. On a day-to-day basis this is what you would be doing:

Nurture relationships with existing customers and understand their future requirements through regular visits and communication

Identify target accounts and developing relationships with new prospect businesses

Carry out detailed site surveys and identify equipment specifications

Create comprehensive proposals and share your findings with customers through meetings and presentations

Manage all aspects of the administration process relating to a truck orders

We are looking for a self-motivated person with a strong track record within a field sales environment, preferably in business to business (B2B) sales. Experience selling materials handling or capital equipment would be beneficial, but don't worry if you don't as full

product training will be given.

Here is a quick tick list for the other skills we are looking for:

Good commercial awareness and business understanding

Professional communication skills – confident at presenting, good attention to detail

Strong negotiation skills and an ability to develop solid business arguments

Effective planning and organisation skills

PC literate with a good working knowledge of Microsoft Word, Excel and PowerPoint

A full UK drivers licence is required

We offer a competitive salary; an attractive company pension, a company vehicle, fuel card, free parking and vending machines at our centres, generous company sick pay, voluntary critical illness cover, free eye tests and flu jabs and access to a 24/7 employee assistance programme. We also reward our team members with a scheme that includes discounts for major shops, gym memberships, discount on family days out.

We will provide you with industry leading technical training to ensure you have the knowledge and all the tools to do your job. Plus, there are plenty of opportunities to progress your career and develop your skills within Toyota.

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