

United Kingdom Jobs Expertini®

Sales Representative

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Company: Howdens

Location: Lisburn

Category: other-general

Our Sales Representatives are vital for our business to grow. You will need to build strong relationships with existing and potential new account holders to gain new accounts through a variety of methods in order to achieve and exceed targets. It is down to our Sales Representatives to ensure that the account base across each of the depots continues to consistently grow and give new customers a full understanding of the Howdens model and how this benefits them.

You will collaborate with the Business Developers and Kitchen Sales Designers to convert sales, ensuring a higher sale per account and more frequent trading is achieved from the account base. You will actively participate in sales meetings chaired by the Lead Sales Representative to Share best demonstrable practices with other Sales Representatives in the Area

Our Sales Representatives have a lot of autonomy within the role. You will be seeking new business opportunities the business where you see fit whilst organising your own diary to develop the customer base in each depot within the territory.

Skills and attributes you need to be a successful Sales Representative:

Influencing and sales skills

Customer-focused

Strong communicator

Results driven

Prioritise own workload

Flexible and approachable

Thrive in fast-paced environments

Be a Howdens Ambassador

Full UK driving license

What you get from us as a Sales Representative:

Competitive salary

Company Vehicle – Hybrid/Electric Car

Monthly depot bonus OTE

Team incentives and outings

Matched contribution pension scheme, with Howdens contributing a minimum of 8% and up to 12% if you pay more

24 days holiday, rising to 26 days after 5 years

Staff discount on Howdens products

Buy as you earn share scheme

About Howdens:

Howdens Joinery is the UK's number one trade kitchen supplier providing thousands of products across kitchens, joinery, and hardware. We have over 900 depots throughout the UK and Europe – making us the first choice for more than 460,000 loyal trade professionals. Last year our sales reached circa 2.3bn, and we have an ambitious growth agenda.

There is a strong entrepreneurial ethos and the opportunity to develop within a fast-paced and commercial environment. That, along with a competitive salary, development opportunities, and exciting rewards, are among the reasons why our people enjoy working for Howdens – and why we have been named one of the **10 Best Big Companies to Work For**.

#LI-LO1

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