

Territory Sales Representative

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Company: Howdens

Location: Ilkeston

Category: other-general

Territory Sales Representative - Ilkeston Depot Our Territory 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 Territory 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 Territory Sales Representatives in the Area Our Territory Sales Representatives have a lot of autonomy within the role. You will be seeking new business opportunities 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 Territory 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 Territory Sales Representative: Competitive salary Company Vehicle 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. How to apply: When you apply, you will need to attach a CV. If this is your first time applying for a role with us, you will need to activate your account when you apply for this role. Please check your email carefully to ensure that you have completed this step. We are unable to view your application if you have not activated your account. Good luck with your application. Howdens is founded on the principle of being Worthwhile for ALL concerned. We're working hard to ensure we provide an inclusive environment where everyone feels welcome. We will do everything we can to support you during your application. If you need us to make any adjustments to our recruitment process, please email recruitment@howdens.com with the job title and location, and we will be happy to help you. Please note that candidates applying for this role must have a valid right to work in the UK, we do not offer sponsorship of employment for any depot positions at this time. We appreciate your understanding.

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