

Branch Sales Manager

Derby

High Level Spec:

- Competitive salary.
- Monthly bonus scheme.
- 32 days annual leave including Bank Holidays.
- Company vehicle for business use.
- Direct reports: 2 Sales & Service Advisors and 1 Towbar & Service Technician.
- Basic hours 9am – 5pm Monday to Friday (37½ hours) per week.

Duties and Responsibilities:

- Responsible for daily operation/motivation of the Retail Branch and Team members.
- Ensure excellent Customer service is achieved.
- Maximise Branch internal/external sales and margin.
- Ensure targets are achieved whilst adhering to Company policies/procedures.
- Actively sell and promote Indespension trailers/parts/associated equipment/services.
- Gain market penetration of the Indespension brand to attract new Customers.
- Generate/promote sales to counteract the activities of the Company's competitors.
- Actively visit businesses to ensure retention of existing Customers and to acquire new Customers.
- Become familiar with all the products supplied by Indespension and to gain market penetration of these products by personal contact, telephone calls and promotions.
- Ensure sales enquiries are handled correctly and are processed in an acceptable time frame.
- Maintain a Customer record system detailing sales, leads/enquiries, follow-ups and general prospects.
- Control Branch stock of parts/finished trailers within the agreed stocking/budgetary guidelines.
- Ensure systems are in place and followed regarding maintaining stock inventory in the Branch stockroom.
- Accurately carry out and control stock-taking as determined by the Company ensuring all staff participate as required.
- Ensure the Branch is kept clean, tidy and well presented/stocked including comprehensive range of parts, trailers, leaflets promoting consistent corporate branding.
- Hold a current, valid UK driving licence.

Interested? please email your C.V. to: jobs@indespension.co.uk

