

Regional Sales Manager

North East & Cumbria

High Level Spec:

- Competitive salary commensurate with experience.
- A monthly bonus scheme.
- 24 days annual leave (less a deduction for the Christmas break) plus bank holidays.
- Company vehicle for business use.
- Direct reports: 1 Branch Supervisor.

Duties and Responsibilities:

- To promote and demonstrate the Company's products, associated products and services.
- To ensure that customer service is maintained at the highest level.
- To promote and demonstrate the Company's products, associated products and services.
- To maximize potential of all external sales whilst ensuring sales targets are achieved at the required margin. To build margins whilst maintaining turnover and agreed growth rate. To generate/promote sales to counteract the activities of the Company's competitors. To sell/demonstrate product / services both face to face and via the telephone.
- To ensure sales enquiries are handled correctly and are processed in an acceptable time frame.
- To ensure new business creation is achieved at the required level.
- To manage and provide training to Sales Team(s) as required developing their sales abilities.
- To visit key customers as required and on a regular basis ensuring the Company pricing structure is adhered to. To achieve excellent customer care.
- To give feedback on market changes to the Sales & Marketing Director.
- To help arrange, manage and attend exhibitions/shows. To evaluate effectiveness of such expenditure and report to the Marketing Department. To adhere to budgetary costings for each exhibition/show.
- To assist the Sales & Marketing Director with the formulation of annual budgets i.e. forecasting sales.
- To continually review the Company's customer base, specifically identifying and developing potential new accounts whilst liaising with and monitoring/building on the performances of existing accounts.
- To negotiate terms and conditions with key accounts within agreed guidelines.
- To be fully conversant with all Company systems / procedures and ensure they are carried out correctly / accurately by the Sales Team.
- To submit professional and accurate quotes ensuring production lead times are quoted. To ensure payment terms and discount structure are adhered to.
- To hold a current, valid UK driving license.

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

