

Regional Sales Manager

North East & Cumbria

High Level Spec:

- Competitive salary commensurate with experience.
- A monthly bonus scheme.
- 32 days annual leave including Bank Holidays.
- Company vehicle for business use.
- Direct reports: 1 Branch Supervisor.
- Basic hours 9am – 5pm Monday to Friday (37½ hours) per week.

Duties and Responsibilities:

- Promote and demonstrate the Company's products, associated products and services.
- Ensure that customer service is maintained at the highest level.
- Maximize potential of all external sales whilst ensuring sales targets are achieved at the required margin.
- Build margins whilst maintaining turnover and agreed growth rate.
- Generate/promote sales to counteract the activities of the Company's competitors.
- Sell/demonstrate product / services both face to face and via the telephone.
- Ensure sales enquiries are handled correctly and are processed in an acceptable time frame.
- Ensure new business creation is achieved at the required level.
- Manage and provide training to Sales Team(s) as required developing their sales abilities.
- Visit key customers as required and on a regular basis ensuring the Company pricing structure is adhered to. To achieve excellent customer care.
- Give feedback on market changes to the Sales & Marketing Director.
- 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.
- Assist the Sales & Marketing Director with the formulation of annual budgets i.e. forecasting sales.
- 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.
- Negotiate terms and conditions with key accounts within agreed guidelines.
- Be fully conversant with all Company systems/procedures and ensure they are carried out correctly/accurately by the Sales Team.
- Submit professional and accurate quotes ensuring production lead times are quoted. To ensure payment terms and discount structure are adhered to.
- Hold a current, valid UK driving licence.

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

