

## **Job Description - Area Sales Manager**

Glosrose Group, based in Maidstone, is a family-owned business, totally committed to providing its customers with the best Mechanical Handling equipment available in the market. We are a nationwide company supplying Industrial Trucks, Electric Trucks, Warehouse Equipment, Heavy Trucks, Access Equipment, Cleaning Equipment, and all Ancillary Equipment.

Our remarkable growth means we now have a fantastic opportunity for an experienced and confident Area Sales Manager.

The focus of the role is to maximise our share of all business opportunities (new and rentals) by selling a wide range of Mechanical Handling equipment, within a specified geographical area. Working together with other departments, the Area Sales Manager will work towards agreed service levels, customers retention and sales targets.

### **We are looking for a commercially focused individual, who can:**

- Identify and promote all business opportunities, including trucks sales, short term rental, maintenance contracts and operator training within a specified territory.
- Sell the complete range of new and used Mechanical Handling equipment to all business types.
- Provide innovative strategies to secure, win and retain profitable business.
- Maintain relationships and further develop business opportunities with existing customers.
- Ensure on-going contact is made with customers and prospect accounts as part of a development strategy.
- Proactively generate sales leads from site visits.
- Attend and actively participate in regular sales meetings.
- Investigate customer complaints and account queries to arrive at a satisfactory outcome in a timely manner.
- Provide cover and or assistance to a colleague on their territory when required.
- Ensure that the company standards and policies are always maintained.

**Skills & Experience:**

- Direct sales experience, preferably within a mechanical handling environment.
- Product, sector or industry knowledge,
- Able to communicate effectively, orally and in writing, at all levels.
- Numerically competent and PC literate
- Strong presentation skills.
- The ability to work proactively with all colleagues and departments, with understanding and support for their objectives and requirements.
- Operate to high standards in record keeping and administration for all aspects of selling, order processing, customer information management and reporting.
- Full UK Driving Licence

**Job Type:**

- Full-time, permanent
- Office based
- 37.5 hour per week
- Monday to Friday

**Salary:**

- Based on experience

**Additional pay:**

- Generous commission structure

**Benefits:**

- Company car
- Company pension
- 25 days holiday plus bank holidays
- Birthday leave – an additional day's annual leave on your birthday
- Membership of Death in Service benefit scheme
- Private health care scheme