

GRANT HANDLING

Area Sales Managers

Derby - Nottingham - Leicester - North Yorkshire - North East

JOB PURPOSE:

To achieve or exceed agreed sales targets for volume, mix and quality within a designated area, and focused on small and medium sized truck users.

CORE ACCOUNTABILITIES

- Overall volume mix and quality of sales delivered through - Contact Hire sales, Cash / Lease sales, Buyback-Rehire sales and other fork truck products and services. All to meet or exceed agreed budget and plan levels.
- Excellent market awareness and ensure Grant Handling is presented to all target accounts and included on all proposal / tender lists.
- To work proactively with Key Accounts, Telesales and Short-Term Rental teams to circulate opportunities to do business
- To promote and deliver a continually improving customer experience.
- Support and contribute to team-based activities aimed at improving overall sales and business performance.
- Interacting with all customers and colleagues in a manner consistent with the company's culture and values.
- Measures of effective performance in each of these accountabilities will vary over time – specifics will be contained in quarterly performance contracts.

CORE ACTIVITIES:

- Development and maintenance of customer and prospect contact plans for the territory that secure appropriate numbers of appointments, surveys and quotations to drive sales performance that meets or exceeds agreed targets.
- Prospecting, promotional, and other tactical activities as identified and agreed.

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- Construction of quality proposals and quotations, using innovative customer focused solutions that also promote and secure additional business.
- Effective follow up of all proposals.
- High quality administration of all sales support activity - order processing, customer information management and reporting
- Seeking genuine, accurate customer and prospect feedback, responding to it and using it to improve business processes and personal performance.
- Responding to all sales leads and customer issues with a pace and professionalism that our current customers and targeted prospects would describe as truly first class.

PERSON SPECIFICATION:

- Proven track record in personal selling and meeting or exceeding sales targets, preferably in the materials handling or allied products market.
- Strong interpersonal and influencing skills
- Natural and strong customer service orientation.
- Commercially aware with a strong profit orientation
- Strong presentation skills
- Operates to high standards in record keeping and administration of all aspects of selling, order processing, customer information management and reporting.
- Works proactively with all colleagues with understanding and support for their objectives and requirements.
- Action orientated, gets things done
- Brings enthusiasm and 'can do' approach to work
- Behaves with respect towards colleagues throughout the business
- Good PC Skills, Excel, Word and Outlook.

Contact in the first instance Terry Andrews: terry.andrews@granthandling.com

No Agencies