

## Area Sales Manager

Reporting to the Sales Manager we are recruiting for the above role to support existing and new customers within their areas.

The primary function of this role is the sale of Heli forklift trucks to existing and new customers in the local area. The ideal person will possess;

- Proven track record in personal selling and meeting or exceeding sales targets
- 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.
- High Attitude and Energy levels:
  - Action orientated, gets things done
  - Brings enthusiasm and 'can do' approach to work
  - Behaves with respect towards colleagues throughout the business
- Good PC Skills or aptitude to acquire them.

### **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.
- To work as part of a team to promote all products and services on offer, to include but not limited to Sales, STR, Service and Parts.

If you believe you have the necessary skills to fulfil this role please send a copy of your current CV and covering letter marked 'Strictly Addressee Only' to **Terry Andrews** or email to **careers@granthandling.com**

All employees should ensure their immediate Manager/Supervisor is made aware of their application. External recruitment may be actioned concurrently with this notice