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**Role:** Dealer Development Executive

**Location:** Midlands

**Remuneration:** Basic Wage £20-30k basic, OTE £35-50k

**Additional Benefits:** Commission, Vehicle, Pension, Health Cash Plan

Company - Dealer Development Executive - Materials Handling

Established in 1978 we have 43 years of experience in the materials handling industry and pride ourselves on our extensive and versatile product and service range. We have been sole distribution partner of Heli Forklifts since 2001 for the whole of the UK

#### **Heli Forklifts**

Founded in 1958, Heli is the 7<sup>th</sup> largest materials handling manufacturers in the world. They produce 512 products and 1700 different models and sell over 160,000 units annually into 140 different countries.

#### **Impact Group**

Grant Handling is now part of the Impact Group! Established in 1985, Impact has grown to become one of the leading providers of material handling equipment in the UK. Offering only the very best, carefully chosen equipment ranges each specified to deliver what we believe is the best value for money for our customers.

Values - Dealer Development Executive - Materials Handling

At Grant Handling our people are our most valuable asset, we are proud to recruit and train the very best in the forklift industry. Equipping them with the skills and knowledge necessary to ensure that, no matter what our customers' need, they can handle it. Our values are:

- Empowerment
- Integrity
- Pride
- Teamwork
- Respect
- Health and Safety



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### Position - Dealer Development Executive - Materials Handling

Grant Handling are actively recruiting for a Dealer Development Executive to help increase the sales to our current dealer network, the role will also be to strategically target and appoint further dealers to our network.

Within this role you will be supporting the current dealers with timely and accurate information, coordinating orders of equipment and supplying support in a number of aftersales functions including warranty, technical support and branding guidelines.

### Skills and Experience - Dealer Development Executive - Materials Handling

- A background within Materials Handling or similar capital equipment environment
- Support current dealer network with sales and aftersales functions
- Organised and driven with the ability to understand your area, customers and individual requirements.
- Confident manner with a focus on building relationships
- Be able to design and carryout a growth plan for your area and establish new relationships
- Meet agreed targets in terms of new business as well as growth of established dealers

### Benefits - Dealer Development Executive - Materials Handling

- Basic Wage £20-30k basic, OTE £35-50k
- Company Pension Scheme
- Vehicle
- Commission
- Health Cash Plan

**If you are interested in the above vacancy, please Apply Now!**