



Role: Area Sales Manager

Location: Midlands

Remuneration: Basic Wage £25-£35k basic, OTE 45k – 55k

Additional Benefits: Bonus, Commission, Vehicle, Pension, Private medical

Company – Area Sales Manager - Materials Handling

Established in 1978 we have 41 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 7th 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 – Area Sales Manager - 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



Position – Area Sales Manager - Materials Handling

Grant Handling are actively recruiting for an area sales manager to cover a specified location in terms of sales of both new and used equipment across our range of capital equipment. Within this role you will predominantly be targeting small to medium sized accounts with a focus on regional business.

Skills and Experience – Area Sales Manager - Materials Handling

- A background within Materials Handling or similar capital equipment sales
- Prospect new business to ensure enough leads are generated to enable you to meet or exceed agreed unit targets
- 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 tailor solutions to each customer to ensure problem points are resolved during the sales process
- Meet agreed sales targets in terms of unit sales and gross profit

Benefits – Area Sales Manager - Materials Handling

- Basic Wage £25-£30k OTE £45-£55k
- Company Pension Scheme
- Vehicle
- Commission
- Bonus
- Private Medical

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