



Role: Aftermarket Sales Executive

Remuneration: Competitive

Additional Benefits: Commission, Vehicle, Pension, Health Cash Plan, Life Cover

Company - Aftermarket Sales Executive - Materials Handling

Established in 1978 we have 44 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 - Aftermarket Sales 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



Position - Aftermarket Sales Executive - Materials Handling

Grant Handling are actively recruiting for an Aftermarket Sales Executive to cover a specified location, we are looking for somebody with good experience selling service contracts, short term rental, ancillary products and used capital equipment.

Within this role you will predominantly be targeting small to medium sized accounts with a focus on regional business. You will be targeting new and existing accounts with a view to growing business within your area.

Skills and Experience - Aftermarket Sales Executive - Materials Handling

- A background within Materials Handling or similar capital equipment environment / aftermarket 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, service contracts, short term rental and ancillaries

Benefits - Aftermarket Sales Executive - Materials Handling

- Remuneration: Competitive
- Commission
- Vehicle
- Company Pension Scheme
- Health Cash Plan
- Life Cover

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

