

Recruiting for an Aftermarket Sales Executive

Remuneration: Competitive

Additional Benefits: Commission, Vehicle

The Company

Grant Handling is the official importer and distributor of HELI Forklifts and Warehouse Equipment for the UK & Ireland. Established in 1978 we have 45 years of experience in the materials handling industry and pride ourselves on our extensive and versatile product and service range. Our company goals are achieved by supplying quality products at affordable prices. This wouldn't be possible without the teamwork of our dedicated employees to whom we are committed to maintain a stable and safe working environment, while promoting employee training, achievement, and security.

HELI Forklifts

- No.1 in the industrial vehicle sector in China for 32 consecutive years
- No.7 in the industrial vehicle sector in the World
- Offer 1700 different models and 512 variations of forklifts and warehouse equipment to over 150 countries

Aprolis

Grant Handling now report under Aprolis. Aprolis offers one of the market's widest range of forklifts and lifting equipment who aim to improve productivity of its customers by providing innovative solutions through forklift hire, sales, and maintenance services. Aprolis operate in 7 countries with over 2,000 employees. They have a fleet of 40,000 equipment and a turnover of €400M.

Our Values

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
-

About the Job Role

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

- 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

What's in it for you

- | | | | |
|-----------------------------|--------------------|--------------------------------------|--|
| • Life Assurance Cover | • Health Cash Plan | • Holiday Increasing entitlement | • Company Pension Scheme |
| • Employee and Benefits Hub | • Referral Scheme | • Long Service Recognition Programme | • Opportunities for Career Progression |

How to Apply

If you believe you have the necessary skills to fulfil this role, please send a copy of your current CV to careers@granthandling.com and a member of our in-house recruitment team will be in touch.
