

Area Sales Manager – Location: Flexible

BUILT
TO LAST

We are seeking a highly motivated, dynamic sales person to join our UK sales team and cover an agreed area sales territory. Selling our marketing leading range of process components to the Bulk Solids Handling industry.

The successful candidate will have overall responsibility for delivering a high level of profitable sales growth within the agreed sales territory, in line with the overall UK sales strategy.

The role:

- Identify, develop and manage key customer accounts & end users
- Generate sales leads ensuring profitable sales growth against agreed area target & KPIs.
- Plan customer visits to make sales, deal with enquiries / issues and identify Customer requirements.
- Develop new customer base for all products and services and generate sales from the Food Processing, Beverage, Mineral, Chemical & Pharmaceutical sectors
- Daily Input of all sales activity onto the company CRM system and regular follow-up of all live customer opportunities

ROTARY
VALVES

Candidate Requirements:

- Proven sales/account management experience, ideally obtained in the Bulk Materials Handling Equipment or Machinery sectors
- Ability to build strong customer relationships.
- Strong engineering knowledge is essential
- Financial and commercial acumen.
- Sales planning experience.
- Strong negotiation skills.
- Professional communication and presentation skills.
- Knowledge/awareness of quality systems, processes and improvement activities.
- Excellent time management skills
- High level of integrity and trust with customers colleagues.
- Ability to work effectively under pressure.
- Committed and target/action focused.
- Takes ownership and responsibility for customer accounts
- Full, clean UK driving licence.

SERVICE &
MAINTENANCE

DIVERTER
VALVES

Remuneration:

A competitive remuneration package is on offer to the successful candidate, including company car, mobile, laptop, pension & company bonus.

To apply for this new career opportunity please e-mail your CV to r.leighton@dmnuk.com or for more information please call Rob Leighton on Mobile: 07798 700 230

THE ART OF
DIVERTING