

VACANCY

Area Sales Representative – Capital and Pneumatic Sales

Recruiting now for an **Area Sales Representative – Capital and Pneumatic Sales** on a permanent basis for West and South Yorkshire area. The role will include:

Key tasks as an Area Sales Representative would include:

- Making appointments to meet new and existing customers
- Understanding your customers' needs
- Making presentations to promote new products and special deals
- Agreeing sales, prices, contracts and payments
- Processing quotations and updating the companies computer records
- Adhering to companies processes and procedures
- Advising customers about delivery schedules and after-sales service
- Keeping in contact with existing customers in person and by telephone
- Recording orders and sending details to the main office
- Watching your competitors and the products they are offering
- Going to conferences and seminars and keeping up with industry trends
- Meeting sales targets
- Reporting sales trends to your employer.

Skills required:

- Excellent customer service
- Good negotiating skills
- Proficient IT skills
- Team working skills
- Good organisation skills
- Good communication skills
- Ability to work effectively individually or part of a busy team and work under pressure
- Excellent telephone manner
- Good command of the English language (Written and spoken)
- Good mathematical skills
- Ability to meet deadlines and targets

Working hours:

8.30am - 5pm Monday to Friday

Salary and benefits information will be available upon interview

In this job you will not only demonstrate excellent interpersonal skills but also the ability to utilise your IT skills to ensure the sales administration is completed effectively. If you feel you have the right skills for this position please apply today

Job Type: Full-time

Please submit CVs to jobs@pps.co.com