

## VACANCY

### GENERAL/SALES MANAGER

Recruiting now for an experienced General/Sales Manager on a permanent basis covering the Yorkshire Region.

PPS offer Sales/Service of a varied range of Compressed Air Equipment, Ancillaries, Vacuum, Pneumatics and Nitrogen products to a varied range of Industries across the Yorkshire region that include Automotive ,Engineering, Manufacturing, Construction, Food & Drink, Chemical Pharmaceutical and many more.

We are looking to recruit an experienced General/Sales Manager to cover our Sales and Service departments with an overall responsibility for other departments within the business.

Some Key tasks for the role would include:

#### Sales

- Responsible for Implementation, coaching and management of the CRM system.
- Business Development using CRM data, Market strategy, Account management, networking.
- Responsible for, recruitment, development, training, appraisal and performance managing of Sales Staff.
- Takes overall responsibility for the Sales numbers and forecasting.
- Understand the Key Performance indicators that drive a Sales organisation.
- Actively seek team selling opportunities, with the ability to bring resources from different parts of the organisation together to win and execute a project with high standards of professionalism
- Analyze trends in market data and use to drive business performance
- Take ownership of targets and delivery of forecasting data
- Dedicate sufficient time to developing business with customers
- Build effective and long term relationships with customers

#### Service

- Actively identify strengths and weaknesses within the Service and Hire Department.
- Assists with the retention and development of key maintenance customers.
- Understands business potential within Service and takes responsibility for growth.
- Can assist the service Director with key measurements to assist and improve on Customer Service

#### Financial

- Ability to delegate and work with in-house book keeping and accountants to ensure correct and accurate data.
- Understands contract Law and Terms & Conditions.
- Ability, knowledge and understanding of Financial Reporting, P&L Key performance indicators.
- Analyse and interpret general business data (i.e. conversion rates, PQQ)
- Implementation of Accurate forecasting and Budgeting.

#### General

- Excellent communication skills on all levels including, verbal, written, and media communication
- Strategic management
- Understands the reasoning behind key policies, practices, and procedures, and diplomatically communicates that to others

- Seeks and encourages engagement between Sales and Operational teams
- Is knowledgeable about the local and global, current and future trends affecting the business
- Understands Service and Hire business models.
- Strives for excellence and considers the targets as the minimum to reach and not the maximum
- Manages teams pipeline for speedy progression of prospects to customers
- Anticipates responses and addresses questions positively; handles objections with confidence and empathy
- Persuasive and concise presenter
- Operates comfortably at all levels both internally and externally
- Drives and embeds a customer focused culture and attitude within the teams
- Sets high expectations and targets for themselves and the team and never for justification for failure
- Drives for best in class performance and drives a 'can do, want to do' attitude
- Doesn't avoid conflict and manages it constructively, dealing with potential issues quickly
- Acts as a team player as well as a team leader with a passion that is contagious
- Promote a good work ethic to set standards of behavior, conduct and confidentiality.

**Skills required:**

- Good negotiating skills
- Proficient IT skills
- Excellent leadership skills
- Team working skills
- Excellent organisation skills
- Excellent communication skills
- Ability to work effectively individually or as 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
- Excellent customer service

**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 and leadership skills but show a keen interest within all areas of the business and its employees. If you feel you have the right attributes and are keen to work within our well established company please submit your cv to the email address below.

Job Type: Full-time

Closing date for applications: **14<sup>th</sup> July 2017**

Please submit CVs to [garyw@pps.co.com](mailto:garyw@pps.co.com)