

## Technical Sales – Area manager

This leading independent UK distributor of chemicals to a global customer base of household names are currently looking to recruit an Area Manager for Technical Sales to join their friendly team.

As an Area Manager, you will be responsible for looking after a set of accounts and building and maintaining lasting customer relationships. We are looking for a candidate who can be creative and imaginative when providing solutions and do everything possible to ensure customer satisfaction, escalating any issues that may impact delivery.

The role offers a great deal of freedom and autonomy to make decisions and the chance to constantly develop and utilise expertise; by developing an intimate knowledge of customers and the chemical industry AND by comprehensively promoting company product ranges and services. The role also offers the chance to be proactive and develop new business, taking ownership of opportunities that will prove lucrative and rewarding from start to finish.

The role is home based and involves extensive UK travel. As well as a competitive salary and bonuses, we offer a generous employer contribution pension scheme, basic level medicash plan and a company car.

### DUTIES & RESPONSIBILITIES

- \* Deal with customer enquiries relating to products, orders and pricing (by email/phone/site visits)
- \* Promote the product range and services to all current and prospective customers across the South of England
- \* Lead all price and service negotiations within agreed commercial parameters.
- \* Prepare quotations/respond to price requests/respond to information requests rapidly and comprehensively
- \* Meet/exceed agreed monthly, quarterly and annual sales and performance targets.

### SKILLS & EXPERIENCE

- \* Degree Educated - Life Science related
- \* Experience in Surface treatment or metal finishing industry would be beneficial
- \* Strong communication skills are essential
- \* Organisation & Planning skills with the ability to plan and work to deadlines
- \* Computer literate
- \* Excellent team worker able to adapt to changing priorities
- \* Ability to be creative and imaginative when providing solutions

### JOB DETAILS

- \* Salary: (Competitive) plus performance based, quarterly and annual bonus
- \* Location: Field Based - South of England
- \* Hours: 35 hours (full-time)