

We can handle it.

AFTERMARKET EXECUTIVE

Job Purpose:

To increase our Customer Owned Truck and Short-Term Rental customer base and to develop our Aftermarket activities with both new and existing accounts. Identify opportunities to sell Used Equipment and new equipment.

Support Local Aftermarket Sales Executive to Increase sales throughout region

Become an integral member of the team that operates within your designated trading area, offering professional support and collaboration with all departments where required or requested.

Person Specification:

- Professional, well presented and conscientious.
- Self-Starter.
- Good oral and written communication skills to all levels.
- Excellent interpersonal skills.
- PC literate with Knowledge of CRM database use
- Ability to create a local strategy with the Depot Manager/Aftermarket Sales Executive and work on own initiative.
- Good customer facing and presentation skills, customer focused.
- Achieve to plan and forecast. "Targets will be set locally and will be subject to change periodically".

Core Activities:

Sales

- Increase our Customer Owned truck base by finding opportunities and selling profitable Service Agreements to prospects.
- Submit Service Estimates that exceed a pre-determined value set by the local Depot Manager to establish the best way forward.
- Proactively seek new Short-Term Rental business.
- Sales of aftermarket items including:
 - Attachments
 - Tyres
 - Cabs
 - Operator Training
- Offer support to all elements of the Trading Team, such as New Equipment Sales, Short Term Rental, Service and Spare Parts.
- Adopt the company's activity reporting matrix and ensure that deadlines are met.
- Develop relationships with our approved Suppliers.

- Where required, carry out the handover of Short Term Rental equipment in to New Accounts or where requested and to proactively seek new opportunities for additional business.
- Site survey support: - Rental – STR/LTR
 - National Accounts
 - Dealer Managed Accounts

Operations

- Truck Deliveries/Handovers to new customers, including: - Installation
 - Driver Awareness
 - Demos/Handovers
 - Requirement for Thorough Examination

If you are interested in the above position, please send your cv to HR@impact-handling.com , we would love to hear from you