





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 Trucks in-line with company expectations .

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.

CANDIDATE ATTRIBUTES:

- Professional, well presented and conscientious.
- Self-Starter.
- Previous sales experience in Aftermarket or capital equipment sales
- 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.
- Sell Used Equipment Units in line with Planned Expectations, purchase only
- 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

- Carry out Customer Account reviews each month in conjunction with the local Depot Manager and if required, the Territory Account Manager.
- Truck Deliveries/Handovers to new customers, including: - Installation
 - Installation
 - Driver Awareness
 - Demos/Handovers
 - Requirement for Thorough Examination

If you believe you have the necessary skills to fulfil this role please send a copy of your current CV and covering letter marked 'Strictly Addressee Only' to **Adrian Kitchen, Aftermarket Sales Manager at the Nottingham depot (Care of HR. Dept.)** or email to Adrian.Kitchen@impact-handling.com