

JOB SUMMARY

Job Title: Aftermarket Sales Executive
Reports to: Aftermarket Sales Manager
Location: Corby

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.

Person Specification

- Professional, well presented and conscientious.
- Self Starter.
- Extensive industry or related industry knowledge.
- Good oral and written communication skills to all levels.
- Excellent interpersonal skills.
- PC literate.
- Ability to create a local strategy with the Depot Manager 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
 - Driver Awareness
 - Demos/Handovers
 - Requirement for Thorough Examination