

IMPACTCAT
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Lift Truckscaterpillar Rocla
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Role: Area Sales Manager

Additional Benefits: Competitive Basic, Bonus, Commission, Vehicle, Pension, Health Cash Plan

Company – Area Sales Manager - Materials Handling

Established in 1985, Impact Handling has grown to become one of the leading providers of material handling equipment in the UK. Offering only the very best, carefully chosen equipment ranges each specified to deliver what we believe is the best value for money currently available.

Our nationwide network has expanded with us and we are now proud to support our customers with strategically placed depots right across the country.

Values - Area Sales Manager - Materials Handling

At Impact Handling our people are our most valuable asset, we are proud to recruit and train the very best in the forklift industry. Equipping them with the skills and knowledge necessary to ensure that, no matter what our customers' need, they can handle it. Our values are:

- Empowerment
- Integrity
- Pride
- Teamwork
- Respect
- Health and Safety

Position - Area Sales Manager - Materials Handling

Impact Handling are actively recruiting for an area sales manager to cover a specified location in terms of sales of both new and used equipment across our range of capital equipment. Within this role you will predominantly be targeting small to medium sized accounts with a focus on regional business.

We can handle it.

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Skills and Experience - Area Sales Manager - Materials Handling

- A background within Materials Handling or similar capital equipment sales
- Prospect new business to ensure enough leads are generated to enable you to meet or exceed agreed unit targets
- Organised and driven with the ability to understand your area, customers and individual requirements.
- Confident manner with a focus on building relationships
- Be able to tailor solutions to each customer to ensure problem points are resolved during the sales process
- Meet agreed sales targets in terms of unit sales and gross profit

Benefits - Area Sales Manager - Materials Handling

- Competitive Basic
- Company Pension Scheme
- Vehicle
- Commission
- Bonus
- Health Cash Plan

If you are interested in the above vacancy, please Apply Now!

We can handle it.