

BASED IN COVENTRY/BIRMINGHAM/LEICESTER**SALARY - £40K BASE + BONUS, CAR & OTHER BENEFITS**

Overview

Our client is a leading supplier of PPE, workwear and Cleaning & Hygiene products and have a strong client base in the UK and are a known distributor in the market. As the business has grown with the sales of their PPE and workwear products, they have identified an opportunity within their existing client database, for the increase of sales of their cleaning and hygiene, skin care and general consumables range. So, they have created a new vacancy that will focus on selling their range of cleaning and hygiene products to their existing client base and hopefully, some new clients also.

The Roles

- Confidently sell to the existing end user customer base, which is varied and work to develop and expand new sales revenue with the sales team.
- Develop and host presentations of the product catalogue to existing and potential end users to generate new relationships.
- Train, develop and inform the existing accounts, of the extensive range of other products that are available from the client.
- Provide the best customer service and product guidance on the market, ensuring that you stay up to date with the company's product range and current market trends.
- Build a strong external network whilst managing and maintaining strong existing relationships to build the customer base.
- Meet deadlines as detailed in an efficient, organised manner.
- Handle any other responsibilities given to you in an efficient and precise manner.

The Candidate

- 3-5 years of experience in sales in a relevant field.
- Knowledge and experience of PPE, workwear, cleaning and hygiene products or other consumables
- Highly driven and ambitious
- Works with high energy
- Able to work autonomously and as part of a team.
- A driven and ambitious individual, with aspirations to progress further
- Effective communicator with a professional personal and digital presence
- Proficiency in the use of computers and CRM systems