

**NOTHERN UK – IDEALLY BASED IN NORTH/NORTH EAST****PPE MANUFACTURER – SALARY: £50K - £55K NEGOTIABLE ON EXPERIENCE****The Role**

- Build new customer relationships to deliver significant business growth in line with the company's overall sales strategy.
- Work with internal technical departments to identify solutions to meet customer needs and follow this through with the product development team.
- Prospect for new clients through networking, research, cold calling or other means to ensure a robust pipeline of potential new corporate accounts.
- Attend industry events likely to present market/competitor updates and opportunities to identify new prospects.
- Present new products and services to existing customers, at a senior level
- Take ownership for the full sales cycle required to onboard new corporate accounts
- Identify and contribute to opportunities to develop new products, sales/marketing campaigns
- Work with senior management to develop the growth strategy
- Anything else within reason as requested by the Head of Sales & Marketing.
- Arrange & present solutions both remotely from your home office and by attending field-based meetings as required.
- Represent the company at any relevant trade shows/exhibitions as required.
- Produce attractive quotations and business bids to maximise sales.
- Be aware of your customers changing demand requirements at all times.
- Research and stay up to date on the market and competitors' products and services
- Hit agreed Key Performance Indicators as agreed with Head of Sales & Marketing
- Identification of new business leads and acceptable deal conversion rates must be achieved.

**The Candidate**

- A demonstrable track record of hunting for and winning key corporate accounts
- Strong knowledge of the PPE industry and market, end-users, distributors & manufacturers, products and competitors
- Comfortable with presenting and public speaking, and computer literate in using Outlook, MS Office and understand CRM systems
- Good written and verbal communication skills, using a variety of styles to persuade and negotiate effectively with different customers
- Willing to travel frequently in a designated region or sales territory which may include staying away overnight
- Highly self-motivated and able to manage own activity to an acceptable level
- Strong account management, networking, research and relationship-building skills
- Ability to plan own workflow and work with others towards an agreed deadline
- Comfortable with presenting and public speaking, and computer literate in using Outlook, MS Office and understand CRM systems

**TO APPLY, EMAIL: [Nicky@tagsearchandselect.com](mailto:Nicky@tagsearchandselect.com)**