

VACANCY

Area Sales Engineer – Pneumatic & Capital Sales

Recruiting now for an **Area Sales Engineer – Pneumatic & Capital Sales** on a permanent basis covering South Yorkshire and North Nottinghamshire. The role will include:

Key tasks as an Area Sales Representative would include:

- Making appointments to meet new and existing customers
- Carrying out site surveys & understanding the customers' requirements
- Making presentations to promote new products and special deals
- Agreeing sales, prices, contracts and payments
- Processing quotations and updating the companies computer records
- Working closely with the service department and pipefitting department
- Adhering to companies processes and procedures
- Advising customers about delivery schedules and after-sales service
- Carrying out site surveys
- Recording orders and sending details to the main office
- Carrying out competitor analysis and understanding their products and services
- Going to conferences and seminars and keeping up with industry trends
- Meeting sales targets
- Reporting sales trends to your employer.

Skills required:

- Excellent customer service
- Good negotiating skills
- Proficient IT skills
- Team working skills
- Good organisation skills
- Good communication skills
- Ability to work effectively individually or part of a busy team and work under pressure
- Excellent telephone manner
- Good command of the English language (Written and spoken)
- Good mathematical skills
- Ability to meet deadlines and targets

Working hours: 8.30am - 5pm Monday to Friday

Salary and benefits information will be available upon interview

In this job you will not only demonstrate excellent interpersonal skills but also the ability to utilise your IT skills to ensure the sales administration is completed effectively. If you feel you have the right skills for this position please apply today

Job Type: Full-time

Closing Date for applications – 31st January 2017

Please submit CVs to jobs@pps.co.com