

Dated: 25/11/2019



Area Sales Manager – Passionate for growth & success

Role: Area Sales Manager
Territory: West Midlands & South (M6 & South Wales)
Base Salary: £30,000 to £35,000 depending on experience
Compensation: Uncapped high-level compensation package

System Edström is a leading manufacturer of vehicle racking systems and conversions, targeted at the expanding light commercial vehicle sector. The company has been active in the UK for over 30 years and has a portfolio of high-quality customers ranging from fleet users, lease companies, and vehicle manufacturers. In addition, we have an emerging dealer network supporting the brand.

Over the last 3 years, the operation has received further investment, bringing an improved product range, increased workshop facilities and a strong presence through our new branding and marketing activities. 2020 is a significant year for System Edström in the UK as we accelerate growth in all areas.

Your role is to maximise all business opportunities within your area, primarily targeting new business whilst maintaining close relationships with key accounts, industry partners and our dealer network.

Skills Required:

Already possessing a proven sales record, you must have the drive and desire to maintain and develop our already successful business as well as demonstrate:

- A customer focused and well-organised approach
- Team orientated
- An ability to work at multiple sector levels
- Project management exposure
- Effective influencing and negotiating skills
- Proficient IT skills
- Ability to promote the brand and cross-sell all the products
- Some experience of the automotive industry would be an advantage (but not essential)
- To be successful for this role you will require a full clean UK Driving Licence

This is the ideal opportunity for someone who is currently working in field sales or dealership sales and would perhaps like to progress their career with an exciting, successful, ever growing company.

Benefits:

Sales commission (uncapped high-level compensation package)
Company demonstration vehicle
Laptop & mobile phone
Home-based role
Generous holiday allowance
Ongoing training and support

As part of the role, regular travel to our Corby office would be required.

For more information, please send your CV, with a covering letter to: cv@edstrom.co.uk

In Commercial Confidence

Role: ASM – WMSW

Ref: SE/DS/MEM03