



AREA SALES MANAGER – NORTH (permanent)

Do you have an interest in building a career with a leading UK manufacturer of office furniture and have quality and commitment to service at the heart of all you do? Then this might be the role for you...

Joining our Company will give you a great opportunity to develop sales activities and help us realise our ambitions.

Key duties

- Plan and prioritise personal sales activities whilst managing business portfolio and territory.
- Manage product/service mix, pricing and margins according to agreed aims.
- Maintain and develop existing and new customers through appropriate propositions and ethical sales methods.
- Working closely with the BDE team to optimise the service you provide.
- Attend and present at external customer / internal sales meetings and support local marketing activities.
- Respond and follow up sales enquiries using appropriate methods.
- Monitor and report on market and competitor activities.
- Proactively generating new business and cultivating relationships.
- Actively maintain and develop customer base.
- Advise on product development for market increase.

Must have

- Experience of business development.
- Experience of business to business through to distribution of sales.
- Ability and drive to meet or exceed targets.
- Excellent written, verbal and presentation skills.
- Ability to articulate product information to influence customers in person and via the phone.
- Strong organisational and time management skills.
- Ability to embrace change.
- Willingness to travel in your territory.

We offer

- **Hours:** Full time and permanent.
- **Salary:** A competitive salary plus commission.
- **Benefits:** Nest pension, death in service insurance and a fully expensed Company car.
- **Location:** Based at home and covers the North of England.

How to apply

Please email a copy of your CV to recruitment@leeandplumpton.co.uk.