



We are Hiring

*Exciting opportunities has arisen for enthusiastic, goal driven, who thrives on achievements and is passionate in becoming part of our Sales Team as
Area Sales Managers x 2.*

Areas:

Southern region x 1: SE & SW

Midlands x 1: Midlands and surrounding areas, Coventry, Leicester, Nuneaton etc

You will play a significant role in the development and progression of High-Quality Low Maintenance Plastic Building Products.

With strong brands and market-leading product range this presents an ideal chance for someone to work and develop with an exciting and fast-moving environment.

Field based therefore a full UK valid clean driving licence, competitive salary, and benefit packages with great opportunities for career progression.

APPLY NOW

If you feel this is for you and you are up to the challenge, then why hesitate why not send in your CV to the email below:

Email: hr@kalsiplastics.co.uk

Key Accountabilities:

- Build exceptional relationships with all the key personnel within the region and deliver excellent customer service and support to both colleagues and customers.
- Work within the Sales team to develop and manage the Plastic Building Products range.
- Create end user demand, along with managing and developing existing key regional accounts.
- Gain a deep understanding of the direct customers in the area, building a segmented client list on which to base focused selling activities.

To be successful you will:



- Previous sales experience within the Plastics manufacturing industry is desirable.
- Technical understanding of plastic building product range is preferred.
- Excellent Sales, strong negotiation, and presentation skills
- Excellent communication skills and people skills
- Drive: A great salesperson needs to be passionate about what they do and have a drive to be successful
- Patience: a good salesperson must also have a great deal of patience
- Good business sense, planning and organisation skills
- Ability to motivate others and work with the team
- Initiative and enthusiasm
- The ability to work calmly under pressure

Specific responsibilities will include:

- Maintaining and increasing sales of company's products
- Reaching targets and goals set for your area
- Establishing, maintaining, and expanding your customer base
- Servicing the needs of your existing customers
- Increasing business opportunities through various routes to market
- Support Recruiting, Training, and allocating areas to Sales representatives
- Setting sales targets for individual reps and your team as a whole
- Developing sales strategies and setting targets
- Monitoring team's performance and motivating each other to reach targets
- Compiling and analysing sales figures
- Possibly dealing with some major customer accounts yourself
- Collecting customer feedback and market research
- Keeping up to date with products and competitors

Kalsi Group operate Equal Opportunities policy. All application's will be assessed to the criteria outlined in this job advert.

All applicants must be eligible to work in the UK!