

JOB VACANCY

Join the Allendale Group Today!



SALES & BUSINESS DEVELOPMENT EXECUTIVE

The Allendale Group Ltd are looking to expand our technical product Sales & Business Development team.

We are a family owned business based in Hoddesdon, Hertfordshire since 2003 selling electronic and mechanical engineering equipment, with manufacturing and distribution facilities in the USA & China.

Offering bespoke technical advice and after-sales service through our dedicated team of technical product specialists, including on-site Engineers who can design & craft bespoke products to suit individual needs.

We import, distribute, manufacture and undertake product research & development in the UK and overseas, operating under a network of industry-specific brands

If you have experience in Sales & Business Development, this is the role for you. We're looking for people with self-drive, initiative and desire to provide excellent customer service to our long-established clients. What makes us stand out from other online suppliers is our personal service, supporting our clients technically, many of whom have used us for years.

Full product training will be given, but a background in technical sales, Engineering or previous use of such equipment will be a distinct advantage. Proven sales history and business development experience is essential.

The role requires you to respond professionally to telephone and email enquiries, with a strong focus on business development and key account management. You will work with new and existing customers, help with exhibitions and monitor product information for your range of items. As a small business, this is a very hands-on role, which will give you fantastic exposure to a number of different disciplines other than pure sales.

Key Skills:

- Confident, personable, and able to quickly build relationships
- Previous experience in a technical sales environment a distinct advantage
- Excellent communication – written and verbal – and IT competent
- Quick learner with an enquiring and logical mind
- Used to working in and contributing to a small team

Basic Salary is negotiable dependent upon previous experience and knowledge of our product ranges. This role offers a generous commission scheme after completion of probation period.

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The Allendale Group

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