

JOB VACANCY

SALES MANAGER

Allendale Group are long-time specialists in the Engineering Industry, operating under a number of different brand names, offering a wide range of electronic/mechanical tools and equipment for industry professionals, model engineers and hobbyists.

Allendale Group have an opportunity for an experienced Sales Manager, who will have the ability to build their own internal sales team based at our head office in Hoddesdon, to effectively grow the company's sales revenue and contribute to its sales strategy across all product ranges.

The role includes ensuring the training and mentoring of the team, to ensure the team has excellent product knowledge and to provide an outstanding customer service at all times. The successful candidate will motivate, lead and manage the team to achieve both team and individual sales targets utilising planned proactive sales and marketing campaigns.

Key Responsibilities/Tasks:

- Effective day-to-day operational management of the sales team;
- Maintain existing, and create new customer working relationships, with particular emphasis on increasing sales revenue across all product ranges
- Manage, monitor and report on the sales team's performance
- Develop and present to the directors a strategy to increase existing sales and customer base
- Pro-actively participate in creative marketing ideas and suggest ways of improving brand and product awareness across existing and new clients/market sectors
- Management and analysis of all sales and sales team related KPI's
- Monitor and analyse customer complaints and queries, providing an accurate data summary for action and follow-up
- Chair regular Sales & Customer Service Team meetings

Knowledge & Skills Required:

- Previous sales line management experience of a sales team, ideally within the electronic/distribution industry
- Excellent verbal and written communication skills
- Well-developed interpersonal skills; ability to deal with people at all levels, internal to and external to the organisation
- Attention to detail – ability to check others, and own work
- Proactive selling skills and demonstrable effectiveness as a Salesperson who has regularly achieved or exceeded set targets
- Training, coaching and mentoring skills
- Problem-solving and investigation skills
- Teamwork with a hands-on approach
- Disciplined time management and organisational skills
- Excellent product knowledge – ideally with an electronics/tooling and distribution background
- Good working knowledge of MS Office computer packages, including Excel and Word.

To apply please submit your CV to jobs@allendale-group.co.uk

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