



WE'RE HIRING!

United Industrial Supplies, formerly Berner UK, specialises in the sale of workshop consumables, tools, janitorial and chemicals to the automotive and industrial markets in the UK. We are the exclusive distributor of Berner product in the UK and continue to stock a wide range of Berner tools, chemicals and consumables.

We understand what matters to our customers in markets that are increasingly competitive and, with 40 years' experience; we believe we provide the highest quality of service and very best products. Our service goes beyond the supply and distribution of products – it's about understanding our customers' needs.

Area Sales Manager: Fife & Falkirk

Competitive salary, bonus, field based, excellent learning environment.

Do you want to work in a role where you can plan your diary around the needs of your customers, work with a wide variety of people across many market sectors. The role will allow you to build great, long lasting relationships, where your skills and personality are appreciated.

Who you are

- A driven "hunter" who is focused on new business, tenacious, organised and driven
- Proven track record of new business acquisition and conversion
- Demonstrates initiative in taking the lead to actively seek opportunities and convert into buying customers
- Knowledge of engineering consumables and the ability to understand technical material, preferably with a background in the automotive industry
- Previous experience of prospecting and generating own quality leads
- Commercial awareness, with the ability to quickly identify key players and decision makers
- Comfortable in demonstrating products and recognising up-selling opportunities
- Full, clean driving licence and the ability to travel, which may include overnight stays

The Benefits

- Company car, phone and tablet
- 33 days per year (including Public Holidays)
- Monday - Friday working week
- Generous pension scheme
- Discount on products

The Role

- Manage and interpret customer requirements to understand, anticipate and meet their needs in order to develop and grow long term relationships
- Develop and maintain a working knowledge of the company and its products
- Pro-actively identify target accounts in assigned territory using market data and industry intelligence
- Performing technical presentations and demonstrations of how a product meets the client's needs
- Manage own time and journey plan effectively to achieve customer call rates
- Demonstrate, promote and sell our products
- Ensure all internal processes are followed and completed in a timely manner
- Build internal and external relationships to support new business acquisition
- Meeting and exceeding regular targets, focusing on new account acquisition and sales
- Accurate recording and updating of sales figures and customer information

Why you should apply!

- Opportunity to work with a diverse customer base
- Field based role
- Excellent bonus opportunities
- Chance to develop your skills, with great development opportunities

If you would like to join our team please send a CV and covering letter detailing how you feel your skills meet the role to hr@unitedindustrial.co.uk

Closing date: Friday 19th October.