



Experts in the Garage Equipment Industry

SALES 0844 249 8104 • SERVICE 0844 249 8100 • SPARES 0844 249 8102

JOB DESCRIPTION

Regional Sales Manager

(Southern Region) Covering the South East to the South West and as far North as Oxford

Purpose of Role

To promote and sell Gemco's total proposition of products and services within a defined area.

Responsibilities:

- Ø Manage a team of 4 x Area Sales Managers & Achieve the combined regional sales and margin target
- Ø Generating sales leads for all aspects of the Gemco proposition
- Ø Following up enquiries and making necessary customer appointments
- Ø Site surveys & basic sketches for submission to our CAD office where applicable
- Ø Working in conjunction with office based sales staff
- Ø Sales support at exhibitions
- Ø Reports To: Divisional Sales Manager

Qualifications & Requirements:

- Ø Good working knowledge and experience of capital garage equipment and related services
- Ø Knowledge of legislative requirements
- Ø Ability to work under pressure to achieve targets
- Ø Ability to work under own initiative and as part of a team
- Ø Excellent levels of communication, dealing with colleagues and customers at all levels
- Ø Positive "can do" attitude towards solving customer problems
- Ø Knowledge of the regions geography and road network would be a distinct advantage
- Ø Financial awareness
- Ø IT literacy
- Ø Current UK Driving license
- Ø Some overnight stays may be necessary where business requires
- Ø Location:
 - Ø Home based (Regional) however there may be a need to travel further and abroad occasionally.
 - Ø Attractive salary & commission scheme for exceeding targets
 - Ø 25 days annual holidays plus statutory bank holidays.
 - Ø Pension
 - Ø Car, Phone, PPE will be provided

If interested in this position

please send your CV to chris.mcleary@gemco.co.uk or call 07966120812

