

CENTRAL POWER SERVICES LIMITED
VACANCY FOR REGIONAL SALES MANAGER
Permanent
Lancashire / North West

CPS Ltd have a vacancy for an additional Regional Sales Manager for the sales of emergency power systems (ie diesel generators and uninterruptible power supplies) across the UK. This position is a new position to join our existing team. CPS are UK distributors for FG Wilson Engineering Ltd which are one of the largest diesel generator manufacturers in the world.

Duties:

Working in collaboration with our existing sales team, the successful candidate will require methodical planning and seeking out of new potential customers within a defined geographical area. Current typical clients include local council and health authorities, utilities, government bodies, blue chip organisations, large and small electrical contractors, medium to large size businesses, and consultants. Our business is a face to face sales orientated environment where regular contact and relationship building is essential.

Visiting clients, demonstrating our company's abilities to execute the works, understanding the client's requirements, and interpreting the specification. This would be followed by the preparation of a suitable competitive and technically acceptable offer, and the monitoring of the sales tender process with the client to ensure an order.

Additional Duties:

Identifying potential customers and making contact.
Visiting and quoting customers
General sales reporting to the UK Sales Manager
Minimum hours of Monday to Friday 8am to 5pm, overtime and as when required as necessary to achieve the target

Experience / Qualifications:

Degree in business studies or equally suitable qualification.
An understanding of electrical engineering principles would be an advantage in the sales of our equipment.
Clean Driving Licence
Computer literate with general Microsoft Office packages

Wish List:

Energetic Sales Professional with a Can Do Attitude
A good communicator
Happy to multitask and work with minimal supervision.