

Ambitious international company aiming to become European leader in their technology business is looking to recruit an **Area Sales Manager for Scotland and the North East of England** (up to Newcastle). The role is to promote, position and sell products to diverse network of installation partners and distribution channels as well as meeting the end-users. The Area Sales Manager. will account manage their clients once won. You will report to the Sales Director based in London.

Home based and to start ASAP.

ROLE:

- Sourcing quality leads by inquiring about a prospect's/client's needs and properly identifying appropriate solutions
- Developing a pipeline of prospects, projects and appointments to achieve the revenue and activity targets
- Product demonstrations and presentations to customers showing the benefits of the technology.
- Tracking and managing quotes, projects and orders with support of the Inside Sales team.
- Updating the CRM in a timely manner for appointments, calls and customer contact information and effectively managing own diary.
- Developing understanding and knowledge of products, target industries and target audiences.
- Participate in team meetings and share ideas to increase team performance.

PROFILE:

- Proven track record in new business development
- Minimum 3 years in a field sales B2B environment, as an Area Sales Manager or Business Development Manager
- Highly motivated and achievement driven
- Experience of high-volume lead/appointment generation activity
- Excellent verbal and written communication skills
- Excellent influencing and negotiation skills
- Organised, methodical and process driven
- Ability to multi-task, prioritise, and manage time effectively
- Collaborative approach, with relationship building ability
- Full UK Driving Licence.
- Ability to communicate technical solutions (training provided)

SALARY:

- Basic between £35k and £37k + uncapped commission
- Mobile phone and laptop
- Company car