



## **Field Sales Executive Commercial Sales of Technical Products**

**A Fantastic Opportunity** for a Field Sales Executive with technical experience in an industrial background to work within the automotive sector selling to both Commercial and Retail outlets. If your track record proves you can sell this may be the opportunity you're looking for. Polybush is a market leader in suspension products and over the last ten years they have seen strong growth, new product range development and ongoing investment.



### **The Company**

Polybush is wholly owned by Bonaprene Products, a family business employing 52 people at our site on Wrexham Industrial Estate. Polybush is a team of 7 people working in a new, purpose built open plan office.

As leading design and manufacturer of aftermarket suspension components Polybush work across five market sectors including Classic & Modern Car, Land Rover, Bus and LCV. Our

customers range from O.E. manufacturers and national distributors to smaller independent retailers, garages, and the general public.

Due to the success of the brand and continued product development we are looking for a hardworking, ambitious person to join our business as a Field Sales Representative.

## **The Role**

The primary task is to promote, sell and secure orders from existing and prospective customers through a relationship-based approach in order to increase sales in line with annual budgets.

The role will include securing sales of both existing product and preparation of quotations and proposals for new products.

With our customers spread across the UK this is a predominately field based role to ensure that face to face meetings are planned and executed on a very regular basis. When not visiting customers', time will be spent in our Wrexham office, planning and making appointments, following up on previous visits, carrying out market research to locate and qualify new prospects and completing sales analysis and reporting.

## **What you have to offer**

- Hold a full driving license
- A desire to win ongoing profitable business
- A proven track record of building strong working relationships
- An understanding of technical products
- Proactive approach and commitment to providing excellent customer service
- Ability to work with key decision makers to obtain orders
- Obtain new customers through cross selling, networking and cold calling
- Plan and arrange meetings within geographical areas and effectively manage your appointments to ensure you meet targets
- Using CRM systems to effectively plan and execute sales visits and to maintain ongoing contact with customers and prospects
- Coordinate sales effort with colleagues across all departments to ensure customers work is being progressed in a timely manner
- Ability to achieve sales targets and outcomes within prescribed timescales
- Produce weekly sales forecasts and track sales with weekly / monthly updates
- The ability to manage your own time is essential

## **What's in it for you**

- Competitive salary
- Company car, phone and laptop
- Travel expenses
- Sales growth bonus scheme (after qualifying period)
- Eligible for the annual Company bonus scheme (after qualifying period) and company pension scheme

## **Holidays**

20 days holiday per annum (increasing to 23 days with service) plus statutory Holidays.

Holidays are earned at 1.67 days per month in the first year

3 to 5 days of your entitlement must be saved for the Christmas shutdown and 4 to 5 days of your entitlement must be saved for the Spring or Summer shutdowns.

## **Pay**

Salaries are paid monthly in the last week of the month.

Payment is direct into the employee's account.

SSP is paid during sickness.

## **Hours of Work**

Monday – Thursday 8.30am – 5pm

Friday – 8.30am – 4.30pm

30-minute lunch break

8 weekend days per annum to be spent at Trade shows.