



Regional Sales Manager / Engineer – Fluid Sealing Products

Bristol: Covering South-West England and South Wales
£30,000 - £35,000 + OTE + Company Car + Mobile Phone

BARNWELL
THE SEAL OF APPROVAL

The UK's leading stockist, manufacturer and distributor of fluid sealing equipment is offering an exciting leadership role.

Reporting to the Directors, the Regional Sales Manager will oversee a team of Sales-coordinators at M Barnwell Services Bristol Branch as well as being responsible for achieving pre-determined sales revenue targets by effectively selling fluid sealing products and services to prospective and existing customers.

The Role:

- ❖ Spend 3-4 days per week in the field on customer calls; prospecting and development
- ❖ Weekly one-on-ones with each sales person to review their pipeline, prospecting, activities and conversion rates
- ❖ Create a clear sense of purpose for teams and individuals through clear Goals & Objectives with quantifiable metrics. Ensure these are regularly reviewed with ALL team members to drive a culture of accountability
- ❖ Build a strong, action oriented, accountable Sales Team that is working well together and with other parts of the business, particularly other M Barnwell Services Branches
- ❖ Develop a culture of continuous business improvement with clear documentation and alignment to standard operating procedures, but with ongoing innovation and refinement
- ❖ Effectively manage their territory Sales and Forecast tracking performance against both revenue and profit
- ❖ Deliver (to the Sales Director) concise and accurate weekly performance report delivering forecast accuracy
- ❖ Conduct meetings with customers to clarify their fluid sealing usage / requirements
- ❖ Establish and maintain current customer relationships (respond to customer requests, manage and resolve customer issues)
- ❖ Provide effective product demos for end-user customers as well as for the resellers
- ❖ Support the reseller communication channel throughout the sales process

REQUIRED SKILLS AND EXPERIENCE:

- ❖ Previous business-to-business sales and / or customer service experience and have worked with or selling fluid sealing or engineering related products
- ❖ Experience in selling technical products
- ❖ Knowledge of MS office (Excel, Outlook & PowerPoint), Windows and general comfort with technology – SAGE experience would be an advantage
- ❖ Sales and goal oriented
- ❖ Independent, well-organised and experienced in administrative tasks
- ❖ Charismatic, positive and passionate in their personality
- ❖ Creative, flexible and proactive
- ❖ Have a proven track record in setting and meeting sales targets
- ❖ Be happy to spend several hours a day driving and have a clean driving license
- ❖ Consultative approach to business and an ability to establish and build strong relationships



Package:

You will be provided with the opportunity to join a successful and well-established company, with relevant training provided.

- ❖ Salary: £30,000 - £35,000 PA + OTE
- ❖ Company Car
- ❖ Holiday: 20 days + bank holidays
- ❖ Hours: 9am to 5.30pm (37.5 hours per week)
- ❖ Lunch: One hour
- ❖ Parking: Free employee parking