

## Internal Sales & Account Development – Fluid Sealing Products



Location: Manchester

M Barnwell Services, the UK's leading manufacturer, stockist and distributor of fluid sealing products, is seeking an ambitious and proactive Internal Sales and Account Development representative to booster its existing sales team.

Reporting to the Regional Sales Manager you will be targeted with generating new profitable sales leads and developing growth with existing key customers.

### THE ROLE WILL INCLUDE BUT LIMITED TO:

- ✦ Processing of customer enquiries, orders and general sales administration
- ✦ Conduct meetings with key customers to understand and clarify their fluid sealing usage / requirements
- ✦ Maintain and grow existing customer relationships (respond to customer requests, manage and resolve customer issues)
- ✦ Provide / Organise effective product / service demos
- ✦ Using the existing sales process to research, identify and prospect to new sales opportunities
- ✦ Use initiative to proactively build and grow branch turnover
- ✦ Use internal systems to maintain accurate information
- ✦ Meeting achievable targets
- ✦ Liaising with internal departments
- ✦ Support Managers and Directors when required
- ✦ Occasional customer and site visits

### REQUIRED SKILLS AND EXPERIENCE:

- ✦ +1 years B2B sales or +3 years customer service experience
- ✦ Exceptional verbal and written communication skills
- ✦ Presentation skills
- ✦ Ability to work collaboratively and effectively in a team-oriented environment
- ✦ Ability to influence, negotiate and gain commitment at all organizational level
- ✦ Decision-making, problem resolution and creative thinking skills
- ✦ Personal drive and internal motivation toward high achievement
- ✦ Knowledge of MS Office (Excel, Word, Outlook & PowerPoint) and a general comfort with technology
- ✦ Live within one hour of the branch location
- ✦ Full UK Driving Licence

### PREFERRED SKILLS AND EXPERIENCE:

- ✦ Experience of the fluid sealing industry
- ✦ Experience with or selling fluid sealing, gasket, bearing or engineering related products
- ✦ SAGE experience would be an advantage
- ✦ CRM experience would be an advantage



**PACKAGE:**

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

- ❖ Office based only
- ❖ Salary: £Competitive DOE + Bonus
- ❖ Holiday: 20 days + bank holidays
- ❖ Hours: 9am to 5.30pm (37.5 hours per week)
- ❖ Lunch: One hour
- ❖ Parking: Free employee parking
- ❖ Progression: If continual success is achieved the individual will have the ability to grow their role