

Commtel Limited: Job description

Role:	Area Sales Manager
Reporting to:	UK Sales Manager
Location:	Crawley office & field based
Salary:	£xx pa + bonus/commission of X%
Package:	Laptop, mobile phone, company car
Holidays:	20 days plus 8 bank holidays

Responsibilities include:

- Responsible for sales to all existing and potential mid sized businesses within a geographical area. Target customers include architects, installers, housing associations.
- Develop and execute a plan to deliver against set monthly and annual targets
- Managing all accounts from identification, development, consultations, quote creation and chasing and order follow through.
- Execute Commtel promotional plans within the area
- Work with accounts to ensure prompt payment
- Field based 2 days a week, office based 3 days a week.

Person specification:

- Highly self motivated with a strong growth mindset
- Strong organisational skills
- Strong relationship building skills
- Ability to work cross functionally to get the job done!
- Proactive, solution orientated approach
- Out of the box thinker

Preferred experience:

- Sales background with experience of business building
- Technical experience not necessary as full training will be given
- Computer literate