

Dealer Sales Executives (Existing Business) – North West AND Midlands (Birmingham to Oxford band) based

The focus of these roles is to proactively manage, on a day-to-day basis, the existing Mainline dealer accounts within your specified territory; helping them to win corporate business in the SME market, giving advice and guidance on key aspects of their business in order to ensure retention and increase in the level of business.

Ideally, candidates will be based around Manchester, Leeds or Sheffield for the North West position and Birmingham (furthest North), Oxford (furthest South) for the Midlands role . Good motorway access is essential.

Essential requirements:-

- ◆ Professional attitude, conduct and appearance;
- ◆ Excellent presentation skills;
- ◆ Target driven with a track record of consistently hitting targets;
- ◆ Strong, effective communication skills and able to converse at director level with credibility;
- ◆ Strong planning and organisational skills;
- ◆ Competent relationship builder with strong influencing skills.

Experience

- ◆ Track record of success within a telecoms, IT, retail, FMCG, sales function of a medium to large company;
- ◆ Proven success within Account / Territory Management;
- ◆ Knowledge of the telecommunications industry would be a distinct advantage;
- ◆ Will have had some formal sales training;
- ◆ Experience of working within a team

Personal attributes / abilities

- ◆ Self starter – highly motivated, keen to succeed and with a clear career plan;
- ◆ Stable job record;
- ◆ Innovative with the ability to spot and develop opportunities;
- ◆ Strong team player with demonstrable ability to network effectively and to create both internal and external contacts;
- ◆ Customer focused, helpful and prepared to 'go the extra mile'.

Salary package –

- ◆ Basic £23,000 per annum
- ◆ Up to £10K per annum bonus/incentive based on meeting pre-agreed targets..
- ◆ Company Car (VW Passat or equivalent)
- ◆ Hours: 9:00 a.m. to 5:30 p.m. (Monday to Friday inclusive) – 37.5 hours per week
- ◆ Stakeholder pension scheme
- ◆ Private Healthcare
- ◆ 20 days holiday per annum increasing with service; plus Bank/Public Holidays

If you feel you have all the essential communication and influencing skills to make a complete success of this role, complete the Job Application form and send with your CV to:

jobs@mainline.uk.com. Deadline: 16th July 2010.