



Area Manager – Cooking Central Region Job Advert

We have an exciting opportunity to join the Equipment Sales Team and play a key role in achieving organisational success.

Our employees:

- Have INTEGRITY in all they do.
- Show RESPECT to drive performance, innovation & a commitment to our community.
- TRUST in each other and our company.
- Make bold decisions with SHARED RISKS.
- Support our business model by applying SIMPLICITY.

The Role - To maximise the sales potential of Hobart Ware Washing, Food Preparation and Cooking Equipment within a dedicated territory. This will be achieved through close liaison with Regional Nominated Dealers, Focus Partners, and key clients.

- To seek, develop and generate new business to achieve annual growth targets.
- To develop a sound in depth knowledge of all the products within your portfolio.
- Maintain a good understanding of market and competitor activity and innovation.
- Prospect, qualify and convert leads and enquiries alongside regional nominated partners to include quotations for small to medium sized projects.
- Understands the customer needs and propose the correct value proposition that leads to growth.
- To develop and maintain strong working relationships with customers and the wider sales team.
- Provide a full solution service to the customer base including product training as required
- To deliver high levels of customer engagement by aligning with the brand standard expectations.
- A disciplined and focused approach to managing the sales territory, adopting a 3 month cycle with key customers, ensuring time management and journeys are planned effectively to support the delivery of targets.
- Ensure meetings have clear objectives, agenda outlined and sent with follow up actions shared with the customer.
- To meet prescribed KPI targets and defined annual goals and objectives as set by the business.

For full details of the job description please contact the HR Department hr@hobartuk.com

Key Skills and Attributes:

- Ability to prospect, qualify and convert leads
- Highly motivated and well-organised
- Results focused with a passion to succeed
- Ability to manage priorities.
- Proactive approach, able to work independently, making decisions and taking appropriate actions within a framework of agreed policies and procedures.
- Commercially astute with the ability to assess customer demand alongside cost implications
- Ability to negotiate skilfully and confidently
- Growth mindset with an open and curious mind in order to fully explore business development opportunities.
- Excellent communication skills with the ability to build relationships at all levels.
- Good problem solver, capable of managing small to medium sized projects.
- Resilient and robust with the ability to work with accuracy and pace.

Hobart believe in an inclusive work environment and recognise the value a diverse and empowered team can achieve. We are committed to building a culture where difference is valued, and everyone is able to achieve their potential at work regardless of their background. We welcome applicants who present the right transferable skills and behaviours to achieve success.

Apply by sending your CV to recruitment@hobartuk.com by COB 13th November 2023