

Job Description



Job Title: Regional Sales Executive – Northern Scotland
Reporting to: Regional Sales Manager
Business Unit: Hobart UK – Equipment
Purpose of Job: To maximise sales potential of Hobart Warewashing, Food Preparation & Cooking Equipment on their territory. This will be achieved through personal initiative and close liaison with all Regional Nominated Dealers, Focus Partners, and clients.

Position Responsibilities

The Sales Executive's role in meeting their-clients' expectations includes the following:

- To develop and maintain a strong working relationship with Regional Nominated Dealers and Focus Partners
- To develop a sound in depth knowledge of all the products within your portfolio and promote them delivering the highest level of expertise to the marketplace.
- Obtain an understanding of all competitive products.
- To be able to carry out warewashing and cooking equipment surveys and prepare designs/drawings and specify small to medium sized dishwasher systems and to develop a good understanding of surveying, specifying and selling larger systems in conjunction with dealers and the Technical Sales Executive
- To forward leads and enquiries for both Hobart and non-Hobart opportunities to Regional Nominated Dealers and Focus Partners and arrange for quotations for single items and small/medium sized schemes focusing on recommendations, financial justification, savings, profit stories etc.
- To ensure that thorough after sales training is carried out as required or when requested.
- To be aware of and work within agreed discount structures for Dealers, National Accounts, Government, and other clients.

The Sales Executive has further responsibilities to meet all company objectives and standards whilst always working in a best practice fashion to ensure both Hobart UK and ITW are represented in a professional and efficient manner.

- To be responsible for the achievement of the territory booked and shipped targets.
- To meet prescribed KPI targets and defined annual goals and objectives
- To maintain regular contact with the Regional Sales Manager, keeping them informed and updated on business activities.
- To complete all company documentation accurately and in a timely manner.
- To maintain an accurate and up to date electronic calendar/diary
- To promote all Hobart and ITW branded products passing on leads and enquires to other departments or companies as appropriate.



Our Values

03/02/2021

- To adhere to the ITW code of practice

Key Skills and Attributes

- Highly motivated and well-organised, with a passion to succeed and the ability to prioritise workloads.
- Excellent listening, solution selling, negotiation and presentation abilities.
- Good problem solver, capable of managing processes and resolving issues whilst on the move.
- Able to engage with a broad spectrum of people at all levels.
- Competent user of Microsoft Office Suite essential, including Excel, Word, Outlook, plus experience using an electronic CRM system
- Full driving licence at the time of appointment.
- Ideally you will have experience within the commercial catering industry or experience selling capital equipment.

Benefits

- Salary, travel expenses and company car
- 25 days annual leave plus bank holidays
- Eligible for private medical cover paid for by the company
- Generous bonus
- Enhanced pension scheme where you have a choice of contributions detailed below. If you do not join if you are eligible you will be auto enrolled after 3 months and you will contribute 2% and the company will contribute 6%.

Employee	Employer
3%	7%
4%	8%
5%	9%
6%	10%
7%	11%

- Permanent Health Insurance up to 75% of Salary *
- Up to 6 x Life Assurance *
- Employee Assistance Programme
- Free Wellbeing App (Thrive) Salary, travel expenses and company car

** subject to being in the eligible Pension Scheme*

This role will cover Northern Scotland including Aberdeen, Dundee, Falkirk, the Outer Hebrides, Inverness, Kirkwall, Dunfermline, Perth, Shetland Islands and the Paisley post codes.



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