

Job description

Job title: Field Sales Manager

Location: South East

Salary: £25'000-£35'000 with company car, expenses, pension, healthcare, laptop, mobile and benefits

Ref: 16310



LAWSON PRICE CONSULTANTS

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Our client is one of the leading oil companies in the world; they extract and refine oil based fuels and take them to market through their own forecourt and retail presence throughout the UK and they sell direct to commercial clients a range of fuels and lubricants used in transport, to power industrial premises and the manufacturing process. Promotion creates an opportunity for a field sales professional to step up into sales team management or continue their established management function in a major multinational concern.

The essence of the role is the management, training, motivation and development of four field based sales representatives. Working with them across a geographic territory encompassing the South East of the country, the Sales Manager will be expected to coach to improve performance, monitor levels of activity, ensure that targets are met, carry out joint calls and extend the team's commercial capabilities.

The successful candidate will have a proven track record of field sales experience and will ideally possess sales management or supervisory experience; an exception to this might be made if a potential candidate is truly impressive and can demonstrate that a promotion into the management function is the next obvious and natural step.

Essential personal qualities needed are integrity and professionalism, determination and a 'can do' approach. Resilient and diplomatic, the successful candidate will be a team player who can utilize their vision and creativity to make the team a success and in so doing, advance their career and achieve business goals.

All applications will be treated in the strictest confidence.

**To apply for this vacancy, visit www.lawsonprice.co.uk
or email candidates@lawsonprice.co.uk**