

Job description

Job title: Sales Representative

Location: East London, south west Essex, north east Kent

Salary: £28'000-£31'000 negotiable with car, pension, private healthcare, expenses and benefits

Ref: 16313



LAWSON PRICE CONSULTANTS

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Our client is a highly successful aggregates business owned as a joint venture by two of the largest names in building materials and construction in the UK. They have a range of very high quality products which they extract and sell to contractors in the construction industry, concrete manufacturers and builders' merchants in the UK and by export to Europe. A vacancy has been created covering Kent, Essex and London and a suitably experienced professional Sales Representative is sought to fill it.

Dealing with an extensive base of existing accounts and winning new business opportunities, the successful candidate will be expected to grow relationships for the long term with the support of technologists, the marketing department, internal sales support and a logistics function, in order to deliver the promise of quality products as specified, in a market where 80% of the time the product is purchased as a result of good relationships rather than aggressively sold.

The successful candidate will have a proven track record of field sales experience sufficient to mean that they can manage their own territory without the need for constant supervision. They will be willing to work as part of a team but happy to take responsibility for the achievement of profit and volume targets and think longer term to achieve business and personal 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