



BARNWELL
THE SEAL OF APPROVAL

Sales Account Representative – Fluid Sealing Products

Location: Smethwick

£Competitive + Bonus

M Barnwell Services, the UK's leading manufacturer, stockist and distributor of fluid sealing products, is looking for a proactive Sales Account Representative.

Reporting to the Sales Office Manager the ideal candidate will be accustomed to making calls to customers, processing orders, good at building relationships and have a proactive approach to a sales process.

THE ROLE WILL INCLUDE BUT LIMITED TO:

- ❖ Processing of customer enquiries, orders and general sales administration
- ❖ Managing and developing a portfolio of existing accounts - ensuring longevity and profitability
- ❖ Using the existing sales process to research, identify and prospect to new sales opportunities (including face to face / digital interaction)
- ❖ Use internal systems to maintain accurate information
- ❖ Meeting achievable targets
- ❖ Liaising with internal departments
- ❖ Support Managers and Directors when required

REQUIRED SKILLS AND EXPERIENCE:

- ❖ +3 Years B2B sales and / or customer service experience
- ❖ Experience of working within either the Manufacturing / Engineering / Wholesale / Automotive / CPV / Oil & Gas industries or a wholesale supplier of components
- ❖ Knowledge of MS Office (Excel, Word, Outlook & PowerPoint) and a general comfort with technology
- ❖ Sales and goal oriented
- ❖ Independent, well-organised and experienced in administrative tasks
- ❖ Charismatic, positive and passionate in their personality
- ❖ Creative, flexible and proactive
- ❖ Demonstratable experience of following a sales process where their value has been added
- ❖ Experience in customer presentations
- ❖ Live within one hour of the branch location

PREFERRED SKILLS AND EXPERIENCE:

- ❖ Experience in a similar role
- ❖ Experience of the fluid sealing industry
- ❖ SAGE experience would be an advantage
- ❖ CRM experience would be an advantage

PACKAGE:

You will be provided with the opportunity to join a successful and well-established company, with relevant training provided.

- ❖ Office based only
- ❖ Salary: £Competitive + Bonus
- ❖ Holiday: 20 days + bank holidays
- ❖ Hours: 9am to 5.30pm (37.5 hours per week)
- ❖ Lunch: One hour
- ❖ Parking: Free employee parking
- ❖ Progression: If continual success is achieved the individual will have the ability to grow their role