

Area Sales Rep – Agricultural and Garden Machinery Products

Portek Ltd

Location of the Job: Border Counties England and all of Scotland

The Company:

Portek is a well-established and innovative business that specialises in selling an exclusive range of products to agricultural and garden machinery distributors.

The candidate will be part of a team of five sales professionals covering the UK.

The Industry:

Ground Care Sales Job, Agricultural Machinery, Agricultural Products, Agricultural Sales, Garden Machinery Sales, Machinery Sales.

The Job Role Details:

The suitable candidate will live within the territory, preferably closer to the centre of the territory to minimise travel distances. The company demands a professional, results driven individual. The candidate must be self-motivated, disciplined, enthusiastic and ambitious to succeed in a demanding sales role, where achieving budgets is key to success and income. The company will provide training and ongoing mentoring.

Key Responsibilities:

Travelling throughout the territory you will be responsible for winning new business, managing and increasing sales to well established distributors within the designated territory. Working to an approx. 7-week cycle, staying away from home when on the extremities of the territory an average of 2.5 nights. All business expenses covered and a company car provided.

Ideal Person Skills and Qualifications:

This is an excellent opportunity to join a well-established and highly successful company that has an excellent reputation for quality and service. The person must be agreeable to work within a well thought through management structure and be a team player. You **MUST** be committed, dedicated and above all professional with a magnetic personality to build strong relationships with customers.

Additional Information:

To re-iterate, this job does require the successful candidate to be willing to stay away from home when working in the extremities of the territory. This is dependent on where you live as the nearer to the centre of the territory.....the fewer number of nights out required.

Salary package:

c£31.5k Basic Salary

OTE Commission Structure allowing for potential earning of between £40-£45k (no ceiling)

How to apply: Please send your CV and cover letter to: info@portek.co.uk or tricia@portek.co.uk