



SALES MANAGER

JOB REF: 202307AL-SALES-MANAGER

Contract:	Full-time, permanent	Hours:	Variable
Workplace:	Home or office, travel within the UK (as needed)	Holidays:	20 days plus statutory bank holidays
Salary:	Negotiable, depending on experience & qualifications		
Location:	Kingston upon Hull	Apply to:	david.dillon@aldercote.com

JOB OVERVIEW

The sales manager will be responsible for creating and managing a sales operation which competes for every small vehicle mounted access platform sale in the country. Initially they seek new customers, and work with the marketing manager to approach these in the most effective way. Having got a thorough understanding of our product and market, they will hire and manage a sales team which will ensure that all potential customers in the country are aware of Aldercote platforms and know where to turn if they are considering investing in one.

The ideal sales manager will have a wealth of experience across the entire sales process, excelling at lead generation, relationship building, and deal closing. We're looking for a quick learner who has strong negotiating skills — someone with a successful track record who can inspire the same performance in others.

THE ROLE WILL INVOLVE

- Source, generate and develop new sales enquiries turning them from leads into sales.
- Develop and implement strategic sales plans that expand our customer base.
- Build and maintain a sales pipeline for our access platforms, thereby meeting our aspiration to become the UK's number one supplier of vehicle mounted access platforms.
- Represent the company showing passion, knowledge and expertise.
- Ability to carry out demonstrations through to handover of access platform and familiarisation training.
- Grow and strengthen healthy, long-lasting customer relationships.
- Work with our marketing manager to improve to the sales funnel/strategy.
- Contribute to the ongoing process of business planning and development, advising on target markets, new product development, and positioning of the company in relation to the competition.

EDUCATION / QUALIFICATIONS REQUIRED

The successful candidate will have a track record of growing sales either within this industry, or a similar vehicle-related industry. They will be:

- Passionate about sales
- A great communicator of technical information
- Experienced at delivering results
- Able to build and manage a highly motivated team who operates with integrity.
- Focused on building long-term relationships
- Target driven and keen for a challenge
- Familiar with CRM, and other software tools which assist the sales process.
- Clean driving license
- Willing and able to drive nationwide.

Aldercote is the leading UK manufacturer of vehicle-mounted access platforms. The main portfolio consists of access platforms mounted to vans, pickups, and tracked crawlers, although bespoke options are also available. Aldercote is proud to design and manufacture high performance products that help our customers build and maintain the nation's infrastructure.

Aldercote is a family run business that puts people first. This is shown in our customer car and by valuing every employee for their passion, expertise and individuality.



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