
Regional Sales Executive (Aid Call) Midlands

The Role

Working with the Aid Call Region Business Development Managers and reporting to the National Sales & Export Manager, the key purpose of this role is to; maximise sales opportunities and drive maintenance revenue with existing customers, develop growth within the smaller care home market and, assist the National Sales Manager with Key Accounts and to deliver first class customer services and training.

Key Tasks:

- a) Deliver training on all new systems, maintaining contact with all existing customers, understanding their current installations and developing their system user's skills.
- b) Generating interest and sales in Telecare to existing customers.
- c) Generating new maintenance contracts.
- d) Providing quotations for new business enquiries.
- e) Develop the small care home market (15 Bed & Under)
- f) Assisting in the process of converting opportunities to sales.
- g) Maintaining and providing data/information from the Company's CRM system.
- h) Assist National Sales Manager with the Surveying and Quoting of new Planned and ongoing customer support.

Requirements:

The ideal candidate will have:

- A disciplined approach to work.
- Excellent people/relationship skills.
- The ability to understand and articulate/train technical products and installations.
- Knowledge/experience of the care home and health service markets.
- Excellent time management skills
- Empathetic to the needs of venerable care sectors and staff

Conditions:

It is essential that the candidate is suitably located within the stated sales region, with the ideal location Midlands Area.

The Package:

- Competitive Salary.
- Monthly target driven commission payments.
- Holiday; 25 days annual, plus statutory.
- Pension; up to 5% matching company contribution after 3 months.
- Company Car (a valid UK driving licence is essential).

Applications to: Chris Donnelly, National Sales & Export Manager; chris.donnelly@legrand.co.uk

By: 24th January 2020