



Job Specification

Sales Executive - Chesterton Brand – Mechanical Seals

An exciting opportunity has arisen for a Sales Executive within the Chesterton Seals Division of William G. Search Limited at our Leeds Head Office.

Objective

To sell our wide range of seals and gaskets, develop existing accounts and actively seek new business in the North of England. Work within the growing sales team and achieve clearly defined targets using a pro-active business approach. You will be required to forge strong relationships with external customers whilst working closely with our internal teams.

Responsible to

Divisional Manager – Industrial Products Division.

Duties

- As the Chesterton Sales Executive, you will be responsible for managing the sales and growth strategies for the brand whilst being able to sell our range of engineering products, including mechanical seals, gaskets and packing.
- Build relationships and meeting both the Company and Client expectations.
- Work with our internal teams and manage your own administrative staff.
- Selling to a variety of industries including but not limited to: Power, Pulp and Paper, Steel, Petrochemical and Water.
- Account manage existing and new clients mainly within Yorkshire and the Midlands.
- Creating new business pipelines.
- Provide monthly reports and statistics to the Divisional Manager and Managing Director

Personal Specification

(Essential skills)

- An engineering background
- Experience in Technical Sales and Sales Development – this will include selling a technical engineering product including mechanical seals, gaskets, etc
- Experience / knowledge of the sealing / fluid seal industry
- Self-motivated, methodical and accurate
- Excellent written and verbal communication skills
- IT literate, good working knowledge of Microsoft Office
- Ability to work on own initiative and also part of a team
- Ability to work within strict timeframes
- Full UK driving licence (or equivalent)
- Ideally based in Yorkshire /North Midlands area
- Candidates must be eligible to work and live in the UK

Desirable Skills

- Experience / knowledge of the fluid sealing industry.
- Technical qualification HND / HNC or degree in engineering would be advantageous

N.B.

*All full time drivers will have a driver assessment in line with our policies and procedures.

Wage band: Competitive basic salary with mutually agreed OTE
Company vehicle
Laptop, mobile phone

Holidays: 22 days per annum plus statutory holidays

Based from: Market Works, Whitehall Road, Leeds, LS12 6EP

Job Reference no: 2019 -PS01 Sales Executive Mechanical Seals