



Area Sales Executive – Portable Accommodation – Leeds Office

This is an established role within the Company, responsible to the Group Manager – Hire Division. William G Search Ltd are market leaders within our industry and the successful applicant will be responsible for developing our hire business in the West Yorkshire region - site accommodation, portable toilets to the construction, events, utilities and civil engineering sectors within the Yorkshire region, but primarily in West Yorkshire

This is a highly demanding role and would suit candidates with previous experience within the portable accommodation industry.

Responsible to

You will be reporting directly into the Group Hire Operations Manager.

Duties

You will be responsible for developing our hire business in the West Yorkshire region - site accommodation, portable toilets to the construction, events, utilities and civil engineering sectors within the Yorkshire region, but primarily in West Yorkshire

To be successful in the role of Area Sales Executive, you will:

- Have a proven track record of winning new business within the temporary accommodation and plant hire sectors
- Developing and retaining our current client base in the Yorkshire area, mainly West Yorkshire
- Must have good knowledge of our products and services i.e. portable building hire, serviced toilets and tankering.
- Have solid knowledge of the industry and competitor activity to stay one step ahead at all times
- Hold a high level of enthusiasm and passion for going the extra mile to find the perfect solution for your customer
- Have the ability to proactively plan your own diary
- Liaise frequently with your Line Manager to ensure that targets are met
- The ability to liaise and form good working relationships with the Head Office and other Hire Teams within the company
- Will be required to work on our Hire Desk from time to time during periods of holiday or sickness

To be a successful you may have previously worked in roles such as Sales Representative, Area Sales Representative, Business Development Representative, Account Manager, Regional Account Manager or Sales Person in the portable accommodation/hire industry.

Area Sales Executive Benefits

- A basic salary of £27k - £35k
- Company car, mobile etc

Hours of work

Monday to Friday	8:00 a.m. to 5:15 p.m. with 60 minutes for lunch
Holidays	22 days per annum plus statutory holidays