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## **Vacancy: Area sales representative**

This is a rare opportunity to work for a multi-award winning company in the automotive aftermarket. REMA TIP TOP supply premium quality equipment, tools and consumables to the automotive aftermarket, including tyre repair material, valve hardware, balance weights, chemical products, tyre inflation, air tools/buffing media, workshop tools, TPMS as well as a full range of Wheel Service equipment

We require a Sales Representative to advise clients, promote, sell and supply our products in the East Anglia region.

The successful candidate will be responsible for a region within the **East Anglia area. Areas includes; Norfolk, Suffolk, Cambridgeshire, Northamptonshire.**

### **Reporting to the Sales Manager, your duties will include:**

- Managing existing accounts
- Merchandising & managing Stock
- Providing an advisory and consultative information
- Processing orders via laptop
- Prospecting for new business
- Liaise with all other departments including warehouse, internal office and credit control
- Manage own sales budgets
- Promoting our full range of products

### **Key Competencies and Attributes**

- Understanding of the tyre industry (preferred) and automotive aftermarket (essential)
- Customer Service
- Territory Management
- Prospecting
- Negotiation
- Self-Confidence
- Self Driven
- Product Knowledge
- Computer literate to use Microsoft Office (Word, Excel and Powerpoint)

### **Benefits Package**

- Competitive Salary depending on experience, with excellent earning potential.
- Company Van and fuel card
- Company Mobile Phone
- Pension scheme
- Holiday 20 days

**To apply for this role, in the first instance please contact Louise Britton, Group HR Manager. Email: [louise.britton@tip-top.co.uk](mailto:louise.britton@tip-top.co.uk)**