



// ONE BRAND // ONE SOURCE // ONE SYSTEM



➤ REMA TIP TOP AUTOMOTIVE UK LIMITED are the current **NTDA - Aftermarket Equipment Supplier of the Year**. 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, capital equipment and TPMS - Tyre Pressure Monitoring Systems.

REMA TIP TOP AUTOMOTIVE UK LIMITED are exclusive CORGHI distributors in Great Britain. The range features a comprehensive portfolio of TYRE CHANGERS, WHEEL BALANCERS, WHEEL ALIGNMENT machines.

## Van Sales Representative

Nottinghamshire, Derbyshire, Leicestershire and Lincolnshire - UK

### ➤ JOB DESCRIPTION

#### Main Purpose of the role

- Service existing accounts
- Order processing
- Establish new accounts by planning and organising daily work schedule to call on existing or potential sales outlets and other trade factors.
- Prospect for New Business
- Achieve sales targets
- Achieve sales margins

#### Effective Sales/Financial Management

- Report to line manager and liaise with accounts department
- Manage sales budgets
- Achieve overall monthly Capital Equipment Sales targets
- Achieve overall monthly TRM Sales targets

#### Key Competencies and Attributes

- Meeting Sales Goals
- Closing Skills
- Customer Service
- Territory Management
- Prospecting Skills
- Negotiation Skills
- Self-Confidence
- Product Knowledge
- Presentation Skills
- Client Relationships Motivation for Sales
- Knowledge of MS Office (Word, Excel, Powerpoint)

#### Benefits Package

- Salary up to £35,000 OTE
- Company Van and fuel card
- Work related expenses reimbursed
- Pension scheme
- Company Mobile phone
- 20 days Annual Leave rising to 25 days

### ➤ JOB DESCRIPTION

In the first instance the applicant must submit their 'CV' plus existing remuneration package via email to Louise Britton, Group HR Manager – Email: [louise.britton@tip-top.co.uk](mailto:louise.britton@tip-top.co.uk)

For further information see → [www.rema-tiptop.co.uk](http://www.rema-tiptop.co.uk)

**We look forward to hearing from you!**

