

'friendly, local service...**nationwide**'

People are our most **important** asset. That's why we are always looking for smart individuals with diverse backgrounds - people who like to **ask questions**, **solve problems** and **insist on providing a better service** to our customers.



Sales Consultant / Sales Engineer.

Salary £27k to £50k dependent on experience | Location Manchester | Full Time

We have a great opportunity within the Manchester Services Sales Department for a Lift and Escalator Maintenance and Upgrades Sales Consultant or Sales Engineer, and applications are invited from suitable candidates for this position.

The successful applicant will have proven experience in the skills necessary, be enthusiastic, possess initiative and be self-motivated. The ability to communicate clearly with customers and colleagues is vital, together with performing well in a sometimes highly pressurised sales environment. The key skills required from you will be;

- Building effective relationships with new and existing customers.
- Securing new maintenance contracts and achieve sales targets.
- Secure maintenance contracts for all new Jackson Lifts and Escalators following the warranty period.
- Generating proposals and managing enquiries for maintenance contracts and engineering upgrades.

The successful applicant will report directly to the Regional Sales Manager and will be actively promoting the benefits of our maintenance and upgrade services, to new clients and specialist consultants, as well as those from our existing client base. The responsibilities include (but not be limited to)

- Undertaking site surveys as necessary.
- Generate proposals and managing enquiries for maintenance contracts, major repairs and upgrades.
- Preparation of pre-tender and tender returns.
- Presentations and client meetings in person and by internet media.
- Expanding product knowledge, sourcing market and competitor information.

Personality and customer care is of vital importance however, in the modern maintenance sales environment the ability to properly communicate electronically through email, customer internet based portals and other electronic media requires the successful person to have the following basic skills.

- Either 5 GCSE qualifications (or equivalent) at level A to C or relevant proven engineering experience.
- Basic understanding of Microsoft Excel, Word, Powerpoint and Outlook.
- Able to communicate effectively with clients, colleagues, and internal departments.

Benefits of the position for the right applicant include

- Competitive salary (non commission) based on proven experience.
- Participation in the company profit share scheme after a qualifying period.
- Company Car or Personal Car Allowance in accordance with current policy.
- Stakeholder pension scheme.
- 25 days paid holiday in addition to public holidays.
- Medicash Health scheme and a contributory Private Health Care scheme.

Still interested? Then please apply (in writing and in confidence) together with your CV to:

Andy Doig – Regional Sales Manager – andy.doig@jacksonlifts.com

Jackson Lift Group monitor and evaluate compliance with equal opportunity laws, guidelines and policies to ensure that employment practices and contracting arrangements give equal opportunity without regard to race, religion, colour, national origin, sex, age or disability.



Join our **team**