

Business Development Representative

Description

Countrywide Healthcare are a well-established supplier to the care sector, and have been based in the Barnsley area for over 25 years. The company has built a great reputation for supplying good fit for purpose products, delivering an exceptional service and offering good value for money. We are now looking for an enthusiastic and self-motivated salesperson to visit customers in Barnsley and the surrounding area to sell cleaning & janitorial supplies direct to local businesses. Customers could include business and industry, shops, offices, hotels or other business who buy cleaning chemicals, paper products and associated janitorial supplies.

The successful candidate will live within the local area, and have the enthusiasm to visit new potential customers, generate sales and build a new portfolio of customers. A van will be provided for visiting customers and selling fast moving lines from the van. The role would suit someone looking to move into a career in sales and has the desire to earn good commission and bonus payments through generating sales.

Responsibilities

- Serving and building a brand-new customer base.
- Generating sales delivered from the van and partly from central distribution.
- Expanding product range, selling new products and promotions.
- Improving product siting and presentation at site with the customer.
- Canvassing of new customers in the local area.
- Supported by internal sales & logistics teams.
- Driving to and from patch (Barnsley and surrounding area) completing paperwork, returning to the depot at Barnsley NDC to re-load the van.
- A fully comprehensive training programme on products.

Qualifications

- An out-going personality and good people skills.
- Ability to build relationships and provide top class customer service.
- The right skills and/or experience to succeed in a sales role.
- A full clean UK driving licence.

Job Benefits

- Good basic salary + commission + performance related bonus
- Monday to Friday working.

Contacts

To apply, please send your CV to recruitment@countrywidehealthcare.co.uk

No agencies please

Employment Type

Full-time

Job Location

Countrywide House, Springvale Road, S72 7BN, Barnsley, South Yorkshire

Date posted

July 28, 2022

Valid through

31.12.2022