

JOB DESCRIPTION

Title	Sales Manager
Overall Description	Home based sales professional ideally located within the Midlands Territory. Required to promote sales of Metric Parking Systems and associated Back Office Systems to all existing and new business customers
Main Duties	<ul style="list-style-type: none"> • Account management of all customers within the territory. • Create, develop and close business leads to achieve annual sales targets. • Preparation of quotations, PQQ's, tenders, technical specifications plus any other appropriate commercial documentation in a fast paced dynamic environment. • Seek out new business leads using own initiative. • Provide professional presentations of hardware and software products. • Ability to produce sales forecasts and customer reports. • Provide market intelligence on the status of the territory. • Attend UK and International exhibitions as and when required. • Seek out and promote positive PR opportunities with the customer base. • Contribute to the continuous improvement of customer service within the company. • Utilise CRM, keeping accurate and professional records for customers within the territory.
Person Spec	<ul style="list-style-type: none"> • Previous and proven experience in selling technical solutions. • Sales Qualifications • Knowledge and experience of selling technical (electro-mechanical and software) solutions ideally within the parking/transport/ANPR industries. • Able to work on own initiative within a sales team • Experience of CRM systems • Able and willing to travel with overnight stays required. • Ability to work under pressure and deal with day to day project management issues • IT literate including excellent knowledge of Microsoft products including Word, Excel and PowerPoint • Good communication skills at all levels. • Hard working, fast paced and highly competitive individual with a strong desire for success • Fit and able to move and handle heavy products if necessary.
Health & Safety Statement	Under the Health & Safety at Work Act, each individual has a legal responsibility for their own welfare and for the health and safety of others. Any queries you may have relating to health & safety matters should be raised in the first instance with your supervisor, your manager or a member of Human Resources Department.

Equal Opportunities Statement	Metric Group Ltd is an equal opportunities employer and will promote regardless of sex, sexual orientation, marital status, disability, religion, beliefs, colour, race, nationality, gender reassignment, ethnic or national origin. Our aim is to ensure that no job application or employee received less favourable treatment or is disadvantaged by employment conditions or requirements which cannot be shown to be justifiable.

Employee Signature..... Date.....