



## **SCOTS BEARINGS**

### **Area Sales Engineer/ Key Account Manager**

An opportunity has arisen for an **Area Sales Engineer/ Key Account Manager** to join our leading Bearing and Power Transmission Distribution Company. The post will be based at our **Ayrshire** branch located in **Irvine**.

The successful candidate will be required to maintain and develop revenue within the existing customer base with a focus on new business development whilst working closely with the branch network and Directors.

Ideally you will already possess a proven background in MRO sales within the industrial engineering and power transmission industry.

#### **The role involves:**

- Working as a team player within a structured sales environment actively seeking and developing new accounts whilst continuing to develop and build on partnerships with existing customers and suppliers.
- Ensuring a high level of customer satisfaction, whilst generating new business in line with set targets.
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#### **Requirements for the role are as follows;**

- Clean UK Driving Licence
- Excellent communication skills coupled with energy and enthusiasm to go out and develop new business, build relationships and drive growth.
- Proficient user of windows-based programmes, Microsoft Excel and Word.
- Sales and customer relationship development skills.
- Negotiation skills at multiple levels within customer and supplier organisations.
- Ability to prepare and deliver management information within required deadlines.
- Ability to identify, deliver and document engineering and commercial benefit savings for customers.
- Where change is recommended to customers, ability to assist with the change management process.
- Ability to effectively leverage, manage and implement projects for new business and customer retention.
- Effectively manage time and territory in order to maximise opportunities and minimise costs.

Industry competitive salary will be negotiable upon experience.

#### **To Apply:**

Please send your CV on a completely confidential basis to

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