



We have an excellent opportunity to join KENT, a well-established brand that is known across the UK, Europe and Worldwide for its high-quality products in maintenance and repair within the Automotive aftermarket and various other market sectors. We are looking for a highly motivated and target driven individual to join us at KENT UK, the current position(s) we have available is:

#### **Field Sales Area Manager - Various Location throughout the UK**

The main duties and responsibilities:

- Travel throughout the territory and visit customers on a regular basis
- Maintain a healthy growth in sales and achieve monthly sales targets.
- Educate customers on the features and benefits of KENT products via demonstrations
- Cultivate new leads within the sales territory
- Build relationships and trust
- Dealing with and following up with sales enquiries.
- Ensure customer records are accurate
- Resolve customer complaints or queries, to the point of resolution to ensure high-quality customer service.

The attributes of the individual we are looking for:

- Strong communication skills.
- Demonstrate the ability to interact with a wide range of customers.
- Work under their own autonomy whilst showing initiative.
- Motivated and target driven.
- Previous experience in sales or within automotive market (Not Essential)
- Able to build and develop long lasting customer relationships.
- Work closely within a team and individually.
- Always looking to develop new skills to help succeed.



What we offer to our employees:

- Competitive Salary + Bonus + Pension
- Company Car
- Annual Holiday Entitlement of 24 + Statutory days
- Continuous Sales and Product Training
- Good Working Environment
- Various Sales incentives

Who are KENT? we supply premium products for our customers in the automotive, industrial, and marine sectors - this is what the KENT brand stands for? Our products are designed and developed to the highest standards and are optimized for specific applications. All products are developed to ensure visible and measurable work results, helping to save time and money, generating new business and exceptional experiences for their customers.

KENT products are developed under the guideline "Premium only". In addition to the premium quality of our products, our customers appreciate the added value of our KENT experts. They actively contribute to the success of KENT through their industry and application knowledge, they provide on-site personal advice and are experts in identifying specialist customer needs. Our sales representatives on site are trained, highly qualified experts who understand their clients' business.

If you are interested in joining us here at KENT UK, please send your CV and your location to our HR Manager Pauline Byrne by emailing: [Pauline.byrne@kenteurope.com](mailto:Pauline.byrne@kenteurope.com) or call 01383 723344

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