



## **Job Title: Area Sales Manager**

**Location:** West Midlands

**Salary:** Competitive Base + Commission + Benefits

**Are you passionate about sales and the automotive industry? Do you have the hunger to drive business growth and build strong customer relationships? If so, we want to hear from you!**

We are a leading supplier of high-performance chemical products mainly to the UK automotive market, trusted by workshops, dealerships, and valeting companies nationwide. To further strengthen our team, we are looking for dynamic **Area Sales Managers** to drive sales, manage customer accounts, and develop new opportunities across designated territories.

### **Key Responsibilities:**

- **Drive Sales Growth:** Achieve and exceed sales targets by promoting our range of products to new and existing customers.
- **Customer Relationship Management:** Build and maintain strong relationships with clients, ensuring satisfaction and repeat business.
- **Market Development:** Identify and secure new business opportunities within the automotive sector, including garages, dealerships, and car care providers.
- **Territory Management:** Plan and execute sales strategies to maximize coverage and penetration of your assigned area.
- **Product Expertise:** Understand and communicate the benefits of our products, offering tailored solutions to meet customer needs.
- **Reporting:** Provide regular sales updates and market insights to the management team.

### **What We're Looking For:**

- **Enthusiasm:** The hunger and drive to learn, grow and develop sales skills and ultimately flourish selling to the automotive and industrial markets
- **Knowledge:** Familiarity with the automotive market and an understanding of the needs of customers in this sector.
- **Skills:** Exceptional communication, negotiation, and presentation skills.
- **Self-Motivated:** A results-driven individual who thrives in a target-oriented environment.
- **Flexibility:** Willingness to travel within your assigned area and occasionally beyond.
- **Driving License:** A valid UK driving license is essential.

**What We Offer:**

- **Attractive Package:** Competitive salary and attractive bonus structure.
- **Company Car:** Fully expensed company car.
- **Career Growth:** Opportunities for career progression within a growing company.
- **Training:** Comprehensive product and sales training to ensure your success.
- **Benefits:** Pension scheme, holiday entitlement, and additional perks.

**Join our team and be part of a business that values innovation, teamwork, and customer excellence.**

**How to Apply:**

Send your CV to; [pauline.byrne@kenteurope.com](mailto:pauline.byrne@kenteurope.com)

**Take the next step in your sales career – apply now!**