

**AREA SALES MANAGER**

**East & West Lothian**

**Job reference: AT2401-05**

**Closing date: 30/08/2024**

**Employment type: Permanent**

**AREA SALES MANAGER – EAST & WEST LOTHIAN**

Our Sales team play a key role in facilitating our business by promoting Ancroft Tractor's services and products and building outstanding customer relationships. We are currently recruiting for an additional Area Sales Manager covering the Lothians area.

We seek candidates with the ability, skills, and desire to develop a career in a commercial sales role.  We are looking for people with a strong interest or experience in the agricultural sector; a background in agricultural sales would be an advantage.

**RESPONSIBILITIES**

* Promote, manage, and develop Ancroft Tractor's business, products and services within an assigned sales area and achieve agreed targets
* Sustain and develop business relationships with existing and potential customers to facilitate the growth and development of the business
* Develop and support the customer in line with the Ancroft Tractors values
* Use business information and technical knowledge to maximise the potential of each customer
* Sell machinery and services to farmer customers and develop new sales opportunities
* Agree on finance packages within guidelines agreed by Manager
* Gather and feedback any market or competitor information to Manager
* Keep up to date with competitor activity and information and report on as appropriate
* Running a company vehicle

 **REQUIREMENTS**

* The ambition and resilience to develop new business
* Strong commercial awareness with previous success in dealing with farmers
* Ability to build outstanding professional relationships with customers and colleagues
* Excellent interpersonal and communication skills
* A high level of initiative with strong planning and organisational skills
* High standard of numeracy and literacy and good attention to detail
* Good computer skills including Microsoft Excel

In return, we offer a comprehensive range of benefits including:

* Competitive Salary
* Performance-based Commission
* Contributory Pension Plan
* Life Assurance
* 30 Days Holiday

**APPLICATIONS -** Please submit your CV with a cover letter to careers@ancroft-tractors.co.uk, or contact Tom Brown on 07977 916170 for more information.