



## Boplan United Kingdom – Sales Account Manager (East / South East UK)

### YOUR POSITION IN OUR TEAM

As a talented and pro-active sales person, you are a major part of our strong front team, which is the first to enter the field. Through your lived passion and convincing communication, you ensure that others join in our story and become enthusiastic ambassadors for the long term. You create new routes and maintain the existing ones. Your fieldwork generates numerous opportunities on various fronts, contributing to the growth of the organisation and the team. You make the touchdown where others can't get through the defence.

### YOUR TASKS AND RESPONSIBILITIES

- § Managing and expanding existing customer relationships by visiting prospects and (active) customers, based upon your own targeted prospecting or based upon lead generation by Commercial Inside Sales colleagues or others;
- § Looking for opportunities, in close collaboration with customers;
- § Negotiating on behalf of the employer and closing business on behalf of and in the name of the employer;
- § Promotion of the Boplan concept, brand and range in industry, design offices, architects,...;
- § Planning, drafting and follow-up of projects;
- § Communication and coordination with the safety advisers, environmental advisers and maintenance managers;
- § Connecting the customer and the internal organization and coordinating the cooperation between all parties involved;
- § Calculating, following up and finalizing correct and uniform quotations, in consultation with the sales manager and those responsible / involved in adjacent departments (e.g. Service - Logistics);
- § Assistance with delivery / installation of the materials;
- § Participation in and active promotion on trade fairs;
- § Correct and complete registration of prospect and customer data in the appropriate tools (CRM / ERP);
- § Attending and contributing to internal sales meetings;
- § Transparent and clear reporting on current projects;
- § Correct professional administration in the above matters;
- § Duties and responsibilities related to the position and/or professional skills of the position.

Salary                      £72k - £75k Basic gross/year

Car                              Skoda Octavia (Black Estate) – Petrol or Hybrid

Holiday                      25 Days + 8 Statutory (Typically 5 Days allocated to Christmas from the 25 Days)

Pension

Basic NEST Scheme (Auto enrolment)

Incentive Scheme Variable salary year based (incentive plan): £4320 gross at 100% target range and maximum achievable amount of £7200 gross (120% capped) based on predetermined KPIs and pro rata based on full year work regime.

**Tools**

Mobile phone – iPhone

Laptop