



<https://sme-graduates.co.uk/job/suitable-for-engineering-or-business-graduate/>

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Description

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Sales is one of the few jobs where you can be in control of how much you earn. If you put the work in you'll get the rewards. You get a bonus for each deal you do, so how much you make really is down to you.

You'll be setting appointments and going out to see business customers, and looking to sell them a range of large machinery. There are many good selling points for the machinery, and the business is a market leader. But they don't have all the customers out there, so there is plenty for you to go at.

It's a friendly environment, while being vibrant and fast-paced. There are 15 people in the sales team.

TRAINING AND DEVELOPMENT

You will be given all the benefit of the 30 years of experience that the business has to aid your development. They will give you everything you need to learn. You'll get 1-to-1 coaching to strengthen the parts you find most difficult.

You will learn everything about the business. You'll sit alongside other teams to see what they do. Then learn about the products and how they work.

Once you are competent at this, you'll shadow the sales team and visit clients. And once your training is completed you will be going out to see clients on your own.

WHAT YOU'LL NEED

If you have already seen success in a sales role that would be great. But not all great salespeople know that they are yet.

There can be some indicators: maybe you set up and promoted your own club night at university; or played sport to a decent level; or raised money for charity.

Or maybe you worked in retail or hospitality, and did well in upselling store cards or food items.

There are many possibilities.

There's a downside: it won't always go smoothly, so you'll need drive and bouncebackability

You'll fit one of 2 profiles: an Engineering graduate who is looking for something a bit different. Or a graduate with a Business-related degree who is happy to learn the technical aspect, and sell machinery.

Hiring organization

SME Graduate Employment

Industry

Sales

Job Location

Staffordshire near to Birmingham

Base Salary

£ 25,000 - £ 25,000

Date posted

February 5, 2024

You'll need to be hard-working, willing to listen and learn, and have plenty of determination.

You will need to have a driving licence and be happy spending a lot of time on the road.

WHAT YOU'LL GET

Everything you need: a starting salary of £25,000, company car (once you go out to visit customers on your own), laptop, mobile. And unlimited earnings in bonus: current sales people are earning 80k and up (including basic), and there's no reason why you can't do the same in time. The bonus starts from when you finish your training and start selling; this could be in 6 months, if all goes well.

There are excellent long-term career prospects with the business.

WHERE YOU'LL DO IT

The office is based in Tamworth, a town in Staffordshire, to the north-east of Birmingham; and as you'll be in the office a lot you will need to live within 20 miles or so. But you will also be out on the road a lot, visiting clients.

WHAT YOU SHOULD DO NEXT:

If you fit the profile then please send your cv asap. Applications are being assessed as soon as they come in, so don't delay. If you are a good match we will then speak more about the role and business, and see how it may match what you are looking for.