

Job description

Job Title: Territory Sales Account Manager – Sales Agents

Locations: East London, Cambridge, Luton, Milton Keynes (other areas of East of England)

Sectors: Food Service, Corporate, Independent Supermarkets, Gardening Centres

Salary: £25,000-£30,000 per year + Commission

Benefits: Company Car, Phone, Tablet and Company Events

Company Overview:

Sterling Ventures UK Ltd, based in Birmingham, is a leading non-food wholesale cash & carry, providing a wide range of disposables, plastics, cookware, houseware, catering, glassware, and toiletries. We pride ourselves on our successful own-label brands, including:

- **CATER GOLD:** Registered trademark of Sterling Ventures, for imported catering products.
- **LAVV HOUSEWARES:** Registered trademark of Lavv Housewares, focusing on direct-to-consumer sales.
- **FIRE UP UP:** Registered trademark for fireside products.

These brands have garnered significant attention from wholesalers, retailers, and their customers, contributing to our growing success.

Role Overview:

We are seeking a dynamic and motivated Territory Sales Account Manager to join our field-based sales team. In this role, you will be responsible for driving sales across multiple locations, working with clients in the food service, corporate, independent supermarket, and gardening centre sectors. You will be instrumental in expanding our market presence and achieving sales targets, with the opportunity to earn attractive commissions and enjoy significant lifestyle rewards.

Key Responsibilities:

- **Sales Achievement:** Meet and exceed monthly KPI targets by attending and converting sales appointments, networking, and visiting customers.
- **Client Engagement:** Emphasize the benefits of our products, provide accurate quotes, and close sales effectively.
- **CRM Management:** Accurately capture and maintain complete customer information in our Customer Relationship Management (CRM) system.
- **Training & Development:** Participate fully in company training sessions, meetings, and development workshops to continuously improve skills.

- **Strategic Collaboration:** Work closely with the Sales Director to develop and implement strategic sales approaches.
- **Customer Support:** Handle customer complaints professionally, ensuring timely resolution in coordination with relevant departments.
- **Compliance:** Adhere to all company processes and procedures.

Skills & Qualifications:

- **Autonomous Work Style:** Ability to work independently with an entrepreneurial spirit.
- **Time Management:** Strong organizational skills and the ability to manage time effectively.
- **Technical Proficiency:** Competent in MS Word, PowerPoint, Excel, and Outlook.
- **Sales & Interpersonal Skills:** Excellent telephone and face-to-face sales abilities with a strong, engaging personality.
- **Energy & Initiative:** A highly energetic self-starter with the drive to succeed.
- **Problem Solving:** Good decision-making, problem resolution, and creative thinking skills.
- **Integrity:** Honest, assertive, and reliable.
- **License:** Must hold a full UK Driving License.
- **Languages –** English (Essential) and Hindi/ Urdu/ Punjabi (one or more essential)

Bonus Scheme:

Earn achievable commissions on top of your base salary once minimum sales targets are met, with escalating commission rates for exceeding set benchmarks.

Work Schedule:

- 8-hour shifts
- Field-based role, working on the road

Application Reference: TSAM1

Job Type: Full-time

Work Location: On the road

If you are a motivated sales professional with a proven track record, this is a fantastic opportunity to join a growing company where your success will be rewarded. Apply now and specify your preferred location to start your journey with Sterling Ventures UK Ltd.

Job Type: Full-time

Pay: £25,000.00-£30,000.00 per year (Depending on experience)

Additional pay:

- Bonus scheme
- Commission pay

Schedule:

- 8 hour shift

Language:

- English and one Asian language (Hindi, Urdu and/or Punjabi) (required)

Work Location: On the road

How to apply – Please email us your CV on business@sterlingventures.co.uk. In the subject line mention 'Territory Sales Account Manager – Sales Agents London'.