

# Work with us.

## Vacancy: Sales Representative – Midlands

Job Title:	Area Sales Representative (Midlands)
Location:	Midland's region, UK
Job Type:	Full-time, Permanent
Reports to:	UK Sales Manager
Pay:	£35,000.00 + commission

### About us

Wilson's Underlays Limited, located in West Yorkshire, is a leading manufacturer and supplier of high-quality underlays and flooring solutions. We are committed to delivering exceptional quality and innovative designs, supported by a diverse product range and a customer-focused approach.

### Job summary

We are looking for a motivated, experienced, and passionate results-driven Area Sales Manager to manage and grow our sales portfolio in the Midlands region. This is an exciting opportunity for someone who is passionate about sales, driven by targets and thrives on the road. The ideal candidate will be responsible for identifying new business opportunities, building and maintaining strong relationships with both existing and prospective clients, whilst achieving sales targets.

### Responsibilities & duties

- Develop and execute sales strategies to achieve targets and grow the business
- Build and maintain strong relationships with both existing and new customers
- Identify new business opportunities and pursue leads within wholesale, retail and fitting services in your designated area
- Provide reports on daily activities and trends within the sector
- Facilitate sales meetings, presentations, and product demonstrations
- Deliver excellent customer service and support
- Collaborate with internal teams to ensure seamless delivery of products and services
- Monitor and report on sales performance and market trends
- Represent the company with utmost professionalism
- Manage your time efficiently and productively
- Participate in trade shows
- Any other reasonable duties and responsibilities deemed suitable by the company's management.

### Professional conduct

Wear appropriately branded company clothing as provided and comply with the company dress policy.

### The ideal candidate will

- Have 2 years of experience in a sales role
- Possess a passion for sales, coupled with an unwavering drive and determination to excel
- Possess the ability and enthusiasm to champion and sell a premium product, focusing on quality rather than price
- Have a proven track record of achieving sales targets and growing a sales portfolio
- Possess excellent communication and interpersonal skills
- Handle and overcome customer objections
- Have strong negotiation and closing skills
- Be self-motivated, capable of working independently and as part of a team
- Possess strong organisational and time management skills
- Have proficient computer skills, including Microsoft Office and CRM software

### What we offer

- Hybrid company car
- Company mobile phone
- Generous Commission and bonuses structure
- Ongoing training and development opportunities
- Collaborative and dynamic work environment
- Bright Exchange
- Employee Assistance Programme

Scan to apply



If you are a motivated, passionate and results-driven sales professional looking for a new challenge, please submit your application, including your CV and a cover letter, to Sharona at

[jobs@wilsons-underlays.co.uk](mailto:jobs@wilsons-underlays.co.uk)