



STS – JOB OPENING

Job title: Sales Representative

This is an excellent opportunity to join our dynamic and innovative company. We are seeking a keen and interested Sales Representative to join our family-run B2B team. The role will centre around offering new and existing customers tailored product proposals. You will be responsible for pursuing new sales opportunities as well as maintaining relationships with existing clients and distributors.

We are a small company that conducts business across six continents, giving us a truly global presence. We specialise in designing and manufacturing high-quality manual handling equipment, with an emphasis on industrial drum-handling equipment. We supply equipment to various industries across the world through direct sales, as well as through a network of distributors.

From time to time, you will be required to attend industry trade shows, but primarily the role is office-based. Time away from the office could be up to 3 weeks in any given year, but at first it will likely be less. You will report directly to the company Directors.

Requirements and skills:

- Previous experience in a sales role.
- Excellent communication and organisational skills.
- Comfortable handling telephone calls with customers.
- Communications must be accurate, precise and make correct use of the English language.
- A team player who pushes hard to make a success of every opportunity.
- Focused individual who can be productive whilst multi-tasking between different sales opportunities.

Main responsibilities:

- Learning about our products to be able to discuss them knowledgeably with customers.
- Preparing sales proposals for clients, resellers, and foreign distributors.
- Involvement in the entire sales pipeline from start to finish.
- Updating the CRM database to record sales activities including company information, contacts, calls, emails, and proposals.
- Conducting sales follow-ups to maximise the potential of each opportunity.
- Carrying out customer service functions as and when required, including quoting spare parts and consumables.
- Help to develop and execute fresh marketing initiatives.

Qualifications and skills

- Minimum of 5 GCSE grades A* to C (or equivalents).
- A-levels and/or Degree-level qualification preferred.
- Highly proficient in the use of Microsoft Office suite (Outlook, Word, Excel).
- Experience using Salesforce or similar CRM.



Non-essential skills and experience:

- Previous experience in an engineering, machinery, or agricultural role.
- An ability to speak one or more foreign languages would be beneficial.

Salary: £28,000 to £38,000 depending upon experience

Start date: As soon as practicable

Hours: 40 hours per week

Annual leave: 31 days (includes 8 UK bank holidays)

Location: Leedstown, Hayle, Cornwall

How to apply:

Please apply in writing including your CV by email to zac@sts-trolleys.co.uk. Please include a cover letter detailing why you feel you are a good candidate for this role.

Further information:

We are also advertising for a similar "Sales Engineer" position. This position requires a much higher-level understanding of technical concepts and will require the candidate to be a 'technical authority' across all our products including bespoke offerings.