
Regional Sales Executive (Aid Call) North

The Role

Working with the Aid Call Northern Region Business Development Managers and reporting to the National Sales & Export Manager, the key purpose of this role is to; maximise sales opportunities and drive maintenance revenue with existing customers, develop growth within the smaller care home market and, in liaison with the northern regional sales team; increase the use of Aid Call systems within the Nurse Call channel.

Key Tasks:

- a) Maintaining contact with all existing customers, understanding their current installations and developing their system user's skills.
- b) Generating interest and sales in Telecare to existing customers.
- c) Generating new maintenance contract's.
- d) Providing quotations for new business enquiries.
- e) Develop the small care home market (15 Bed & Under)
- f) Assisting in the process of converting opportunities to sales.
- g) Maintaining and providing data/information from the Company's CRM system.

Requirements:

The ideal candidate will have:

- A disciplined approach to work.
- Excellent people/relationship skills.
- The ability to understand and articulate/train technical products and installations.
- Knowledge/experience of the care home and health service markets.

Conditions:

It is essential that the candidate is suitably located within the stated sales region, with the ideal location North East or West.

The Package:

- Base Salary up to 28k.
- Monthly target driven commission payments.
- Holiday; 25 days annual, plus statutory.
- Pension; up to 5% matching company contribution after 3 months..
- Company Car (a valid UK driving licence is essential).

Applications to: Chris Donnelly, National Sales & Export Manager; chris.donnelly@legrand.co.uk

By: 15th May 2019