

Area Sales Manager – Area 4 (London & South East)

We're recruiting an experienced ASM reporting directly to the National Sales Manager. The role requires a self-motivated individual with the ability to plan and work to a business plan. The area has a solid day-to-day business and requires development in key areas, helping the company achieve ambitious growth plans. The ideal person would have the following -

- Street Lighting experience
- Electrical knowledge and being able to decipher electrical schematic drawings
- Already aware, and have relationships with Electrical Consultants/Specifiers/Land Architects
- Have the ability to manage projects from consultant through to securing the order from the contractor
- Strong working knowledge of Street Lighting Contractors
- Knowledge of the Local Authorities
- Presentational skills
- Business to Business sales experience
- Excellent communication skills
- Computer literate
- Identify and convert potential opportunities within new product segments
- Produce, manage and deliver a yearly business plan
- Be able to show a proven track record in developing growth, profit and maintaining sales

Remuneration –

- Competitive salary
- Commission package
- Pension
- Healthcare
- Home office – lap-top, printer, broadband & mobile phone
- Car package (company car or allowance)
- Holiday entitlement

TOFCO offer a secure friendly environment to work in, with the potential to develop your career and grow the business.

If you're interested and feel you have the goals and desire to succeed in a demanding and challenging role, please send your - CV, salary expectations and contact details to AlastairMaltman@tofco.co.uk