

Job Role: Sales Representative

Location: Warsash, Hampshire, UK

Employment Type: Full Time

Job Overview:

We are seeking a talented & enthusiastic Sales Representative to join our lean dynamic team. The role is integral to our sales efforts both in the UK and rest of the world. The right candidate will have a passion and knowledge of sailing/boating. The role is based at our offices in Warsash 2 weeks a month, and on the road proactively visiting new and existing accounts for 2 week a month.

We are a lean team, the right candidate would be versatile and not easily overwhelmed by the multitude of roles they will be involved in and responsible for. The role is really looking for someone to grab it and make it their own.

Key Responsibilities

- o Generate sales by visiting new & existing accounts
- o Give technical advice to trade & retail customers over the phone
- o Laise with our UK sales team “Sail Force”
- o Be the key contact for our World Wide Distributors
- o Input Orders & generate quotes on our computer system
- o Work alongside our marketing team to manage various aspects of the business, from our web shop, show & event presentations, product presentation etc.

Qualifications & Skills

- o Computer literate
- o UK driving licence
- o Knowledge and passion for the marine industry & dinghy sailing
- o Understanding of dinghy/yacht hardware
- o Ability to manage multiple projects in a fast paced environment
- o Have the knowledge and be able to influence new product design

- o Flexible and willing to travel both in the UK & abroad
- o Manage their time and sales appointments efficiently
- o Communicate well over the phone and in person with both trade and retail customers

What we offer

- o Competitive Salary
- o Opportunities for professional growth & development
- o Staff discounts/sponsorship
- o Opportunity to travel worldwide
- o An extremely flexible role that covers various aspects within the business
- o Use of company boats (qualifications/experience necessary)
- o Use of Company Pool Car
- o Company Mobile Phone

How to Apply

If this sounds like the perfect role for you, please submit your CV & covering letter to danielhenderson@sea-sure.co.uk