

External Sales Person

Socket & Allied Screws Ltd
Birmingham

Who we are

Based in Hamstead, Birmingham, Socket & Allied Screws Ltd is a private business manufacturing turned parts on both CNC machines and lathes; We have been established for 32 years and our business continues to grow. We have industry accreditation ISO 9001, ISO 14001. We are making further investment in CNC machinery to serve such sectors as MoD-Aerospace, Oil & Gas, Energy, Rail. We are niche in our manufacture and produce Hex Bolts, Nuts, Socket Products and ancillary turned parts in many metals including stainless and exotics.

Who we are looking for

An experienced and dynamic external sales person to deliver new business. You will have a proven track record in generating new business in a previous role and be knowledgeable in engineering and manufacture. You may already have an existing client base upon which to build. You will be effective at territory planning in order to maximise customer contact; have the ability to generate detailed visit reports to follow up and make appropriate solution and product recommendations for the customer to close additional business. You will be customer focused and there may be requirements for overnight stays to maximise customer contact during the week. You will have good day to day planning capabilities essential for satisfactory performance and will have excellent communication skills. Your role will report to the Sales Director.

What we offer

We offer the support of a well-established business with a good foundation in which to grow; The role will have a company car (or use your own and charge mileage etc); mobile phone; lap top computer; 28 days' holiday including Bank Holidays; Auto enrolment in company pension scheme; The salary for the position is negotiable depending upon experience and will include a commission and bonus structure on new business generated.

Please forward CV to jayne@socket-allied.com