

Department:	Distribution Sales
Location:	Ratcher Way, Forest Town
Job Title:	Distribution Sales
Reports to:	Distribution Sales Supervisor
Hours:	39 hours per week
<p>Kingfisher Lighting is a leading supplier of products and services in exterior lighting with over 30 years of experience in the development and delivery of a range of cost effective, technically excellent lighting solutions. Working across a range of customers including wholesalers, contractors, specifiers, designers, local authorities, and end-users we design and supply products and schemes in applications such as road and street lighting, urban landscapes, transport, car parks, distribution and warehousing, high mast and flood lighting and sports.</p> <p>Distribution Sales will proactively sell Kingfisher Lighting Ltd and all its associated products and services through inbound/outbound telephone calls and face to face meetings.</p>	
<u>Responsibilities</u> <ul style="list-style-type: none"> • Ensure that set monthly and yearly budgets are achieved • Provide excellent customer service to all clients • Account Manage clients and prospective clients in your allocated area- Raising quotes, up and cross selling, holding margin, order entry, consult with operations/finance, deal with complaints • Ensure your Regional Plan is reviewed monthly, and an action plan put in place based on findings • Be prepared for your quarterly area review with the Deputy Distribution Sales Manager and Distribution Sales Manager • Ensure that you are fully prepared for your monthly one to one meeting with your manager • Carry out the objectives set at your yearly appraisal • Have you figures, orders due and plan for the week prepared each week for the Monday morning meeting with the Deputy Distribution Sales Manager and Distribution Sales Manager • External visits to be made to your accounts. Platinum- Every 3 months, Diamond- Every 4 months, Gold- twice a year • Attend trade shows, breakfast mornings, training, and site visits etc if required. This could involve extra hours and overnight stays • Answer all telephone and email enquiries in a timely and professional manner • Ensure that your quote diary is kept up to date • Assist the Project Sales Engineers in your area • Generating leads via outbound sales activity • Have a list of anticipated orders due for your area • Be able to forward forecast for your area to help with the buying • Provide holiday and absence cover to other areas • To assist with the budget process for your region • To ensure that all Kingfisher Lighting Ltd procedures and policies are adhered to as instructed • Look for ways to pro-actively improve you and your team's performance • To undertake any necessary training to aid your development • Be prepared to assist other departments as and when requested • Carry out any other duties requested of you 	
<u>Experience</u> Experience of working within a target driven sales environment	
<u>Requirements</u> Ability to work as part of a team or on your own initiative To be highly motivated to achieve and exceed targets To present a professional and positive image of both the organisation and you Excellent communication and interpersonal skills to deal with internal and external contacts at all levels Computer literate Good organisational skills Ability to function well in a high-paced and at times stressful environment	
<u>Other</u> Must hold a full UK driving licence	