



## **FIELD SALES MANAGER**

Total Access (UK) Limited is a well established company based in Eccleshall and is the UK's leading access and safety specialist with an extensive blue-chip client base. Due to continued expansion we are now looking to recruit a Field Sales Manager based in Wiltshire (M4 corridor) area who will be responsible for:

- **The Development of New and Existing Business Opportunities**

### **This exciting role will include the following key tasks:**

- ✓ To generate new sales opportunities (hunter role) and bring to positive close in particular with major blue chip companies
- ✓ To develop and promote new and existing accounts and maximise Total Access (UK) Ltd brand – cross selling the full range of company services including height safety training courses, sale of associated personal protective equipment, contracting services
- ✓ To attend appointments representing Total Access (UK) Limited
- ✓ To prepare and present formal quotations
- ✓ To present the full range of Total Access (UK) Ltd services at sales beneficial meetings/seminars
- ✓ To represent Total Access (UK) Ltd at national and international trade fairs
- ✓ To produce weekly activity/pipeline reports

Must be able to drive - Health and safety knowledge an advantage (not essential) -

Must be able to cold call - Product training given to the successful applicant

If you are interested in this please submit your CV and covering letter to:

Total Access (UK) Ltd  
Unit 5 Raleigh Hall Industrial Estate  
Eccleshall Staffordshire ST21 6JL  
Or [jane@totalaccess.co.uk](mailto:jane@totalaccess.co.uk)  
Closing Date 26<sup>th</sup> February, 2010  
No Recruitment Agencies Please

