



**POSITION TITLE:** Sales Representative

**LOCATION:** Home Office & Rioned UK, Thetford, Norfolk.

**REPORTS TO:** UK Sales Director

## THE BUSINESS

Rioned is the European market leader in drain and sewer cleaning equipment. The company covers all aspects of business from engineering and designing the products, to the sales department and then the after sales service.

The UK team is based in Thetford, Norfolk with a sister company in Keighley, West Yorkshire. Across these two sites are just 25 employees which means the UK team is small and agile. The business relies on all employees to roll up their sleeves, really get involved and provide input into processes regardless of role or position.

Our core value is we are premium and proud, we use the very best components available to us and strive for innovation and constantly challenge ourselves to make the best even better.

## THE ROLE

Due to the ongoing growth of Rioned we are seeking an experienced sales representative who will be responsible for managing existing accounts as well as seeking and identifying new markets or opportunities.

No two days will be the same so we require someone who enjoys a varied but exciting role as one day could be on site carrying out a product demonstration and the second day conducting a presentation for a key account.

Rioned is a premium product with a premium reputation in the industry and we require the sales representative to showcase our brand and what it can bring to the end user and be proud to represent Rioned in the industry.

## RESPONSIBILITIES AND DUTIES

- Managing existing customer accounts
- B2B Sales and seeking new opportunities
- Providing technical detail within quotations and presentations
- Providing handover training and on-going customer support
- Attending trade shows both in the UK and on occasion in Europe
- Carry out practical on-site product demonstrations
- Be available for over the phone support for customers
- Attend team meetings and provide regular updates and sales plans
- Travelling within the UK to meet customer demands or requirements
- Managing customer expectations
- Achieve and exceed sales targets

## **PERSONAL PROFILE**

- An experienced sales representative with a proven track record of B2B sales
- Ability to prioritize tasks throughout the day
- Self motivated and enthusiastic whilst remaining flexible and open to change
- A technical background or knowledge of engine driven equipment or plant
- UK Driving license (a class 2 HGV license would be advantageous)
- Experience of MS Office, CRM (D365)
- Happy to travel within the UK
- Able to communicate at all levels

## **WE OFFER**

An exciting and varied role with freedom to express your ideas and create your own opportunities and independence within your role and become successful and an essential part of the team.

You will be supported by colleagues all with the common goal to deliver an excellent product and service to our customer base. There will be challenges and we require the individual to thrive in a fast moving but rewarding industry.

There will be opportunities to collaborate with other departments including our team in the Netherlands on projects and products.

We will support you with full product training and ongoing training and support. We have a range of new products launching so now is a very important and exciting time for our company.

## **BENEFITS**

Basic Salary + Commission OTE £55,000.00 - £70,000.00

25 days holidays + statutory

Up to 4% matched contribution to a private pension scheme

Company vehicle, mobile phone, laptop & company credit card