

Job Description

Title: Dealer Network Manager

Role & Responsibilities

- To create and grow our UK dealer network
- To approach potential prospects, meet and present our offer and appoint new Dealers
- To achieve nationwide dealer coverage for our range of products
- To support Dealers with requests for support, training, assistance at exhibitions and their local events
- To regularly meet with Dealers and present new products
- To support dealers with sales negotiations and contracts that they may be engaged in
- Any other reasonable task that is requested of you by the management team of Merlin

Key Attributes

- Educated to A level standard or higher, with a minimum of 5 GCSE's (Grade B or above in GCSE English)
- 5 years of experience in a sales environment
- Passionate and positive attitude
- Excellent communication skills – both verbal and written
- Excellent organisation skills
- Ability to understand technical products and how their features benefit our customers

Location

Office base is Exeter, Devon. However, a significant amount of UK travel and overnight stays is required with this position.

Salary

£30'000 per annum + Commission
Car Allowance provided
Mobile Phone & Computer etc
Expenses covered

Description

Merlin Equipment are a leading supplier of electrical power products and systems to the marine, specialist vehicle and defence industries. With over 30 years in business our systems have been fitted to everything from Formula 1 Trucks to front-line Main Battle Tanks and surveillance vehicles to yachts.

The business has undertaken a rebranding project to better align its products and services to both new and potential customers. We seek to build a national network of Dealers and need an experienced sales person to execute this for us. This will involve researching and prospecting possible new Dealers, approaching them, meeting with them and ultimately appointing them as a Merlin Dealer. You will be responsible for both the growth and maintenance of the network. As the network and sales grow, we will appoint additional individuals to assist – therefore the role will grow and you will directly benefit from the hard work and success in this project.

The Dealer network covers the entire UK. Therefore, travel around the UK is essential. Generally we'd expect you to be working from the office 2-3 days a week and out seeing customers the rest of the time. Bear in mind that grouped appointments some way from home will be needed so overnight stays away from home is part of this job.

Please apply with a copy of your CV and covering letter.

Please contact: James Hortop, Managing Director, Merlin Equipment Limited, Clyst Court, Hill Barton Business Park, Exeter EX5 1 SA. Tel: 01202 697979. Email: james.hortop@merlinequipment.com