



## Job Specification

<b>JOB TITLE:</b>	Project Sales Manager
<b>DIVISION:</b>	Sales Department
<b>LOCATION:</b>	Nationwide with occasional travel to other offices
<b>REPORTABLE TO:</b>	Sales Director
<b>HOURS:</b>	40 hours Monday to Friday

### PURPOSE OF JOB:

- Generation and account management of new business sales and maintain effective business relationships with existing worldwide client base
- Proactively search for new business
- Maintain and develop relationships with existing customers with a view to growing long-term and effective business relationships
- Submit sales reports as required and within the agreed timeframe
- Record and maintain in-house contact management system
- Attend trade shows, conferences and other marketing events as required

### Qualifications & Requirements:

- UK based
- Current knowledge and experience of UK Powergen Industry preferred
- Current knowledge and experience of UK Construction Industry preferred
- Good knowledge of diesel generators and bespoke turnkey packages
- Experience of dealing with M&E Contractors and Consultants as well as end-users
- Proven track record identifying, presenting, negotiating, and closing of new revenue sales within the industrial generator industry
- Excellent knowledge of Microsoft Office applications
- Be able to work well within a team environment
- First class communication and presentation skills coupled with being highly motivated and driven to exceed targets

### Remuneration:

Salary is negotiable depending on the experience of the applicant

### Training:

Career and Personal Development training will be provided at the discretion of the company

If you would like to be considered for this role, please send your CV and a covering letter stating the job title to [HR@tgc.uk.com](mailto:HR@tgc.uk.com)

