



**BE OPEN
BE GLOBAL
BE NIMBLE**

INSIDE SALES REPRESENTATIVE

A key role with an exciting opportunity to be instrumental in the growth of our International business Auger Torque. Part of the Kinshofer Group we are a highly successful manufacturing and engineering company in the Earth Drill and Trencher Attachment market with global distribution and dealer networks. We manufacture innovative hydraulic attachments used with excavators and associated construction equipment.



With sites in UK, Australia, USA and China we are a global business satisfying the demand for high-quality products in over seventy countries on all seven continents.



THE ROLE

We are looking for a passionate, customer-centric, committed Inside Sales Executive to join our dedicated and ambitious International sales team. The role will provide an efficient handling of all internal and administrative sales functions, to support the sales team; in reaching it's financial objectives, to improve productivity and maintain a positive work ethic and professionally and consistently demonstrate the company's core values; being nimble, global and open.

You will be enthusiastic and organised, with a natural interest in mechanical products and experience in working in an International role. We are able to offer an extremely varied role and the ideal candidate will need to be proactive, and efficient in handling all administration functions the sales team requires along with the continuous stream lining of the various processes.

This is a fantastic opportunity for an enthusiastic individual looking to develop their sales career.

This is a full-time role based at our Hazleton offices, near Cheltenham.



KEY RESPONSIBILITIES

- Processing new sales leads, quotations and sales orders via the CRM (Sales Force) from our International markets.
- Pro-actively manage the process flow of customer requirements in the Salesforce tool and liaising with manufacturing and engineering to support customers.
- Building strong and trusting relationships with customers.
- Dealing with and responding to high volumes of emails and telephone calls
- Route qualified opportunities to the appropriate sales executives and BDM's for further development and closure
- Supporting the sales team with general operations to help reach the team's objectives
- Understanding customer needs and requirements
- Provide troubleshooting assistance for customers
- Communicating internally important feedback from customers
- Providing data and reports to help the sales team
- Taking on sales related projects and bringing to completion proactively
- To ensure good communication is given either verbally or written to all members of our team.
- Other duties or activities may be assigned and according to the requirements of customers, the sales team and the Auger Torque business

ABOUT YOU



- You will ideally have experience in the construction or agricultural industries with hands on technical experience or working with mechanical products, although this is not essential.
- You will be eager to learn about our products and industry so will naturally have an interest in manufacturing and engineering.
- You will be flexible, with a can-do attitude and thrive in a busy team.
- You will be passionate about providing an exceptional customer experience.
- You will be someone who is able to manage multiple stakeholders and prioritise tasks.
- You will have strong communication and relationship building capability both internally with colleagues and with customers.
- You will be well versed in IT skills particularly Microsoft Office Suite and CRM systems (ideally Sales Force)
- An administrative or internal sales background, with international exposure is preferred.



BENEFITS

- 25 days annual leave + Bank Holidays
- Discounts on retail purchases, holidays & groceries
- Company events/staff outings
- Company pension
- Free on-site parking
- Referral programme
- Wellness programme



LOCATION

Cheltenham, GL54 4DX: Due to our attractive location in the Cotswolds, which is easily commutable from Cheltenham, Cirencester, Gloucester and Oxford, own transport is essential.

Please note that we are unable to support work visa/sponsorship at this time, so please apply only apply if you already have the right to work unrestricted in the UK.