

MRB SCHUMAG

After Sales Coordinator

Competitive salary + Profit Related Pay

MRB Schumag Ltd. is seeking to appoint an After Sales Coordinator. Working with a small dedicated team your key role will be to maximise after sales opportunities with known / existing clients.

Key Responsibilities

- Develop existing / under-developed revenue streams in an after sales role, selling replacement machine parts, and maintenance services to customers following company machine sales
- Utilise CRM, KAM and sales statistics tools at your disposal to maximise after sales opportunities with global customer base (training can be given).
- Establish relationships with existing and new customers

The Candidate

Ideally, you will have at least 12 months experience in a business to business sales role

Essential

- Excellent written and verbal communication skills
- Customer focused approach
- Strong reasoning skills
- Experience of business to business sales.
- Be commercially astute and identify and take advantage of sales opportunities
- Demonstrable competence in the use of MS Office applications.
- Excellent organisational skills, with a clear and logical approach to work.
- Ability to form effective working relationships with colleagues and customers.
- Able to support the development of effective procedures and monitoring systems
- Ability to present information effectively
- Administer customer account details and update CRM system
- Full driving licence

Desirable

- Recognised sales or marketing qualification
- Previous experience in engineering / sales in an engineering business
- Experience of selling Maintenance / service agreements to businesses
- Experience of operating a CRM system
- Foreign language skills