



About us

Established in 1874, James Lister & Sons Limited is one of the Midlands most well known and respected distributors with 13 branches offering products ranging from our fluid power hydraulics and pneumatics solutions through to our industrial supplies range including tools, PPE, janitorial, lubricants, cleaning machines and office supplies.

Due to internal promotion an opportunity has arisen for a;

Sales Representative

Industrial Supplies Division
Birmingham area

Key job objectives

Maintain and grow sales by;

- Regular visits/support/additional product sales to existing customers
- Prospecting new customers

Increase profit by;

- Managing local discounts/quotes to maximise margin
- Managing mix by focusing selling effort on higher margin customers/products

Promote Lister brand by;

- Exhibiting professional manner
- Demonstrating consistently high levels of customer service

Supporting Division wide H&S, Quality and Improvement and teamwork activities

- Meeting all requirements as required by the Company

Key job responsibilities

- Develop and maintain good tools, hygiene oils product knowledge
- Develop and maintain good geographical knowledge of allocated area
- Retain existing and develop new business via
 - Plan and undertake customer/prospect visits based on current/potential sales/margin
 - Maintain up to date sales planning, objectives and call reporting
 - Quoting new business, within company guidelines
 - Manage discounts and pricing agreements

- Advise stock levels for existing repeat customers
- Maximise profitable business opportunities
- Provide high levels of responsiveness and professional service
- Develop and record market intelligence, including existing customer opportunities and customer prospects, competitor presence and activity
- Maintain and manage consignment stocks where appropriate
- Support branch(es) as needed for emergency deliveries/stock taking etc
- Be actively involved in all company activities related to H&S, Quality and Improvement

Job holder requirements

- Previous relevant experience in external or internal sales or related customer contact
- Basic knowledge of product range
- Negotiation and new business development capability
- Basic numeracy and computer skills
- Good communication skills – verbal and written – at all levels, within both Lister and customer companies
- High levels of resilience, motivation and integrity
- Friendly, confident and open personality
- Presentable appearance
- Driver with home location within short distance of sales region
- Flexible team player

Rewards

A good basic salary commensurate with experience and skills will be available for the right candidate. There will also be a performance related bonus and company car. There will be good opportunities for future personal development.

What to do now

If you would like to be considered for this position please send your CV and a covering letter stating your current or previous salary to Kate Tipper: kate.tipper@lister.co.uk, James Lister & Sons Ltd, Head Office, Spon Lane South, Smethwick, West Midlands, B66 1QJ

Closing date: 7 January 2011