

JOB DESCRIPTION

Company: Sparks Commercial Services Ltd
Location: Swindon/Portsmouth
Department: Sales Department
Position Title: Transport Solution Executive
Reports To: Commercial Director
Job Summary: To sell the complete range of Commercial Vehicle portfolio and deliver the “Total Solutions” approach to drive the complete range of services, maintenance, and financial products offered.
Main Tasks / Responsibilities / Authorities: <ul style="list-style-type: none"> To sell new/used Commercial Vehicle products to exceed the levels detailed in the annual sales plan for your allocated territory. To sell the complete range of products and services in line with the Total Solutions Strategy, in addition to the sale of new/used Trucks portfolio. To actively prospect for new business, both with existing and new customers. To maintain relationships with existing customers. To be able to work effectively with the CRM system and maintain regular updates of data. To provide accurate financially sound quotations to customers, taking into consideration their requirements. To liaise with all areas of the business to ensure maximum customer satisfaction is achieved and exceeded. To meet with your key internal contacts for regular business review meetings to formulate territory plan and exchange relevant information. Contribute to the company’s requirement to manage cost and credit control to maximise the opportunity to grow profit. To attend and support customer events as and when required, this may include events outside of normal working hours as and when the business requires in order to maximise any opportunities which could lead to profitable growth within the business. To maintain regular contact and working relationships with Aftermarket and Sales Directors, Depot Managers, Market Company Representatives, Statutory, Legislative and Industry Bodies, Retail and Trade Customers, Fleet and Business Operators and Suppliers. Ensure that conduct and appearance is in a business-like manner and in keeping with the Sparks Commercials image. Work in accordance with Sparks Commercials standards of health and safety. Any other duties that may be reasonably requested by your manager.

Key Skills / Competencies

- Strong Customer Relationship and Interpersonal skills.
- Selling and Negotiation skills.
- Working knowledge of Commercial Vehicle finance methods.
- Ability to construct proposals.
- LGV driving licence an advantage.
- Energy and passion – demonstrating the determination to be a part of the solution and make a difference, striving to improve performance.
- Respect for others – demonstrating respect for others, through trusting one another to take responsibility for situations, learning from and supporting each other.
- Accountability for own actions – managing and accepting responsibility for decisions.
- Customer Focus - Dedicated to building and maintaining effective customer relationships, internal and external through gaining their trust and respect in order to satisfy their expectations.
- Drive for results - being self-motivated, challenging oneself whilst continually striving to exceed targets and expectations.

Required knowledge & experience:

- Relevant Industry / Commercial Vehicle Product knowledge.
- Relevant experience and good understanding of truck sales process.
- Relevant vocational training and / or evidence of truck sales training.
- Ability to manage and work effectively with the CRM database.
- IT Literate with working knowledge of Microsoft Office software.

About us;

Sparks Commercial Services began 30 years ago, and remains a family run business with a dedicated team at the heart. The team started with Michael and Julie Spark and has since grown into a successful business of 120 employees with an unwavering commitment to provide an excellent customer service through our four main dealer commercial vehicle depots.

Please visit our website to see further details of our products and services <https://sparkscs.co.uk/>

www.sparkscs.co.uk

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