

M&H LOGISTICS EAST & WEST SCOTLAND SALES JOBS SPEC

JOB TITLE: FIELD SALES MANAGER

LOCATIONS: GLASGOW AND EDINBURGH

JOB TYPE: PERMANENT

COMPANY: M&H LOGISTICS

CONTACT: TREVOR VIRTUE

JOB SECTOR: UK PALLET LOGISTICS

BUSINESS SECTOR: B2B

JOB DESCRIPTION

Two exciting opportunities have arisen within the M&H Logistics Group for experienced B2B field sales professionals. The successful candidates will be tasked with selling a unique UK palletised distribution service to business throughout their appointed area. This is predominantly a new business development role with a small element of account management.

The Company is experiencing a rapid expansion and requires two experienced successful sales professionals to maximise its full potential.

Candidates must have the ability to complete the entire sales process from the generation of prospects to closing the business and be able to work with the minimum of man management. The company will also supply the successful candidate with central marketing backup designed to generate sales leads within the area.

Candidates must have a full understanding of the UK palletised distribution market and be able to hit the ground running. A demonstrable record of success within the market will also be a key requirement.

These positions will suit highly motivated sales professionals who perhaps find their talents are not amply appreciated or rewarded in their current position or who are frustrated by a lack of personal control within their current organisations. Rewards for the successful candidates will be well above the industry norm.

Applications including CV to vacancies@mhcarriers.co.uk