

**WE ARE
INVISIBLE.**

YOU ARE NOT!

FUCHS is the world's largest independent supplier of innovative lubrication solutions, covering almost every industry and application. Our products and solutions keep the world moving even though they are not always visible. What matters is that each of our over 7,500 employees in over 60 countries is visible – their entrepreneurial spirit, ideas, and skills are the foundation of our global business. Come be seen at FUCHS by joining us as:

Area Sales Manager

Location: East Midlands, England

Hours of Work: Monday – Friday 09:00 – 17:00 (35 Hours per week)

Your areas of responsibility:

- To manage and develop existing customer base and identify new business development opportunities through profitable sales, targeting higher contribution levels and sourcing new markets
- To maintain extensive knowledge of current market conditions and competitor activity
- Understand the complete Automotive product range, latest specifications and approvals whilst maintaining a high level of technical knowledge in respect of key products.
- Increasing market share and sales through building and maintaining strong relationships with key decision-makers in target organisations and to understand their business needs
- Maintain and develop active sales opportunity pipelines of potential new business.
- Conduct market research to identify potential clients, competitors and new opportunities.

The person:

Proven sales achievement, excellent communicator and commercially astute. Proven experience in the automotive lubricants industry is ideal but not essential, with success into the Automotive Aftermarket, Franchise Dealers, Commercial Fleet, Agricultural, Construction, Plant & off Highway sectors. Excellent communication skills which enable you to build and maintain relationships. The role demands excellent organizational skills and time management skills. You will need to be self-motivated and driven and be able to demonstrate achievement of profitable growth through technical selling of high-quality lubricants.

These are your benefits:

- Competitive Salary + uncapped bonus scheme
- Holiday Entitlement above Statutory
- DC Pension Scheme
- Employee Assistance Programme
- Discounted Private Medical Cover
- Free work-related training and e-learning platform.

Do you have any questions? Winona Newman (winona.newman@fuchs.com) will be more than happy to answer them!

Come be seen at FUCHS – join our team and move the world with us!

<https://www.fuchs.com/uk/en/careers/jobs-at-fuchs/vacancies/>

MOVING YOUR WORLD

