

**WE ARE
INVISIBLE.**



YOU ARE NOT!



FUCHS is a Global Group with German roots that has developed, produced, and sold lubricants and related specialties (more than 10,000 products) for more than 85 years. With 62 companies and more than 5,600 employees worldwide, the FUCHS Group is the leading independent supplier of lubricants.

Area Sales Manager – Automotive

Location: Northern England

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

This role is responsible for the commercial performance of our fluid management contract customers, which are categorised under our 'Smart Service' Programme.

- To manage and develop the 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 understanding their business needs
- Maintain and develop an active sales opportunity pipeline of potential new business.
- Conduct market research to identify potential clients, competitors and new opportunities.

What you'll bring:

- Proven sales achievements, excellent communicator and commercially astute
- Proven experience in the automotive lubricants industry is ideal but not essential, with success selling into the Automotive Aftermarket, Franchise Dealers, Commercial Fleet, Agricultural, Construction, Plant & off Highway sectors.
- Strong candidates will be self-motivated and driven with high levels of tenacity and will be committed to delivering outstanding levels of customer service.
- Should be able to demonstrate achievement of profitable sales growth through technical selling of high-quality lubricants or other technical products
- A good understanding of automotive lubricants, applications or automotive engineering would be an advantage, but not essential; candidates from other backgrounds will also be considered
- The role demands excellent organisational and time management skills.
- Computer literacy and numeracy skills and prerequisite.

These are your benefits:

- Competitive salary + uncapped performance bonus scheme
- Holiday Entitlement above Statutory.
- Car Allowance/Salary Sacrifice EV Scheme
- DC Pension Scheme
- Employee Assistance Program
- Training opportunities for personal development
- Supportive working environment
- Discounted private medical cover

Do you have any questions? Susanne.McClurg@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/>
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