



**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 6,000 employees in over 50 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:

Territory Sales Manager – Industrial Division

A fantastic career opportunity has arisen for a Territory Sales Manager to join the Industrial team. Postcode territory is SY, SA, LD, CF, NP, HR, GL.

Your areas of responsibility:

The Territory Sales Manager is responsible for the sales efforts for lubricants within an assigned territory. This position focuses on generating new business, maintaining and growing existing accounts, and achieving sales targets.

This role requires an individual capable of:

- Maintaining and developing the existing customer base within the territory and executing sales strategies to achieve revenue growth targets.
- Act as the primary point of contact for customers, providing expert knowledge on lubricants and their applications.
- Increasing sales through building and maintaining strong relationships with key decision-makers to understand their business needs and to position the company as a solution provider.
- Maintaining new business pipeline: Ability to project manage business opportunities
- Maintaining a high level of technical knowledge with respect to key products and processes.
- Develop awareness of market research to identify potential clients, competitors and new opportunities.

The Ideal Candidate:

The successful candidate for the role of Territory Sales Manager will have experience working with a wide variety of manufacturing and process engineering customers, with a focus on future markets and selling based on sound technical analysis of the customers' needs.

- Candidates with excellent Sales and new business development skills, including solutions and consultative selling experience, are essential.
- Ability to demonstrate how they have achieved profitable sales growth through selling high-quality technical solutions. Ideally, you will have a good understanding of lubricants and metalworking fluids, although candidates from other backgrounds will also be considered.
- Already selling into the industrial and manufacturing marketplace, with in-depth technical and applications knowledge in a variety of markets.
- Strong candidates will be self-motivated and driven with high levels of tenacity and will be committed to delivering outstanding levels of customer service as a team member.
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- Computer literacy and numeracy skills are prerequisites, with the ability to create sales proposals and deliver professional customer presentations.
- The role demands excellent organisational and time management skills..
- You should possess excellent communication and interpersonal skills, which enable you to build and maintain relationships at a variety of levels with key decision-makers.

Our Benefits:

- Competitive salary & uncapped performance bonus scheme.
- Car Allowance.
- Holiday Entitlement above Statutory.
- Defined Contribution Pension Scheme.
- Discounted private medical cover.
- Employee Assistance Program
- Training opportunities for personal development
- Supportive working environment

How to Apply:

If you would like to apply for the role, please send your full, up-to-date CV to Susanne McClurg, susanne.mcclurg@fuchs.com

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

