

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 70 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

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

Your areas of responsibility:

- Maintaining and developing the existing customer base within the West Midlands territory and executing sales strategies to achieve revenue growth targets.
- Develop awareness of market research to identify potential clients, competitors and new opportunities.
- Act as the primary point of contact for customers, providing expert knowledge on lubricants and their applications.
- Increasing market share and 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.

The person:

Must have excellent sales and new business development skills, including solutions and consultative selling experience are essential. Ability to demonstrate how they achieve 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 be considered. Computer literacy and numeracy skills are essential. You should possess excellent communication and interpersonal skills.

These are your benefits:

- Competitive Salary + uncapped performance 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

LUBRICANTS. TECHNOLOGY. PEOPLE. FUCHS