

**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:

Industrial Lubrications Distribution Manager

Location: Remote –UK

Hours of Work: 9:00 – 17:00 Monday to Friday (35 hours per week)

Your areas of responsibility:

- Manage and action all activities required of the Fluid Management Service.
- Manage, develop and grow a current sales base of c.£3m
- Pro-active management and development of distributor base to ensure they are adding value to our offer and working within the guidelines to ensure the right long-term partners are in place.
- Maintain an annual business plan and sales target (approved by Sales Managers) and execute specific plans to ensure revenue and profit growth
- Identify and develop new business opportunities alongside channel partners, and provide necessary technical and commercial support to convert business opportunities
- Understand and anticipate market trends and demands to establish the correct strategy and achieve realistic sales goals for each partner.
- Ensure that channel partners are aligned with Fuchs company goals and that company core values and branding are upheld
- Acting as first point of contact for all technical and commercial queries from channel partners, ensuring prompt, accurate responses
- Ensure sales and gross margin are on track with approved budget

What we are looking for:

- Ideally experience of Industrial Lubrication
- Energetic and pro-active and proven sales professional.
- Experience selling consumable items from a Manufacturer via MRO distribution channels
- Self-managed and motivated with a high level of IT literacy, especially in Microsoft tool.

These are your benefits:

- Competitive Salary
- Bonus Scheme aligned to the performance of channel partners
- Holiday Entitlement above Statutory
- Defined Pension Scheme
- Discounted Private Medical Cover

Do you have any questions? Susanne McClurg (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/>

MOVING YOUR WORLD

