

Job Description: Area Sales Manager	
Job Title:	Southern Area Sales Manager
Department:	Oil Mist & Industrial Vacuum Division
Reporting To:	Divisional Sales Director
Behavioural Competencies:	
<p>We pride ourselves on our attitude & culture.</p> <p>It is essential that our core behavioural competencies are met irrespective of job role.</p> <p>Positive approach - Works as part of a team, being helpful and supportive of others. Deals with problems with other team members effectively. Has a positive attitude and interacts well with others.</p> <p>Time Management - Maintains effort until task is completed & meets deadlines. Able to prioritise workload and balance conflicting demands. Understands the need for efficiencies in all areas and is pro-active. Cares about what we do.</p> <p>Professionalism - Communicates effectively with internal and external customers, listens well to others and responds appropriately. Builds relationships & is respectful to others. Maintains a suitable professional appearance and is an ambassador of Filtermist Companies at all times.</p> <p>Quality & Customer Experience - Understands Filtermist's quality requirements and objectives. Is aware of customer requirements. Has an active interest and pride in Filtermist and the service and quality we deliver.</p> <p>Continuous Improvement - Understands the need for Continuous Improvement. Integrates new learning into existing skills. Is aware of the need for continuous learning, for development and improvement both Business & Personal.</p> <p>Protecting People & Our environment - understands the importance of safety and welfare both internally and externally and works to ensure we adhere to all regulatory requirements.</p>	
Role definition:	
<ul style="list-style-type: none"> • Develop sales of all Filtermist oil mist, small dust/fume and industrial vacuum products within a specific sales area. • Manage sales within the sales area to achieve sales targets set by the Divisional Sales Director. • Target new business working on a strategy set with Divisional Sales Director. 	
Key areas of responsibility:	
<p>Key Account Support</p> <ul style="list-style-type: none"> • Organise and attend structured sales visits with new and existing accounts in order to secure current business and increase future sales. • Identify future and cross sale opportunities with both new and existing customers. • Ensure all quotations are made in a timely manner, followed up and handled effectively. • Co-ordinate and deal with all Technical Support requests co-ordinating within Filtermist Group when necessary. <p>Marketing</p> <ul style="list-style-type: none"> • Suggest and help implement new marketing initiatives. • Attend and support exhibitions and marketing programmes. • Prepare and make presentations to promote Filtermist product range. <p>Reporting</p> <ul style="list-style-type: none"> • Provide regular reports and updates of ongoing customer business development. • Use market knowledge to suggest improvements to optimise customer satisfaction. • Provide technical assistance to all customers where appropriate. Support other areas and overseas as necessary. • Ensure that customer records and the computer systems are kept up to date with the latest information. 	

Skills & Experience

- Minimum 3 years of Sales experience
- Proven track record of achieving and exceeding sales targets
- Proven experience of analysing, interpreting and acting upon Management Information.
- Knowledge of LEV systems would be preferable but not essential as full training given.

Remuneration & Benefits: Competitive Salary + Commission + Car + Phone + Laptop**Role Location: Field Based****Why Filtermist?:**

Filtermist International Limited, part of the Swedish [Absolent Group](#), has been established for 50 years and is the UK market leader for oil mist extraction. Our UK made oil mist filters are trusted by world leading manufacturers in more than 60 countries in industries ranging from aerospace and automotive, to food processing and medical device manufacture.

Our company has diversified in recent years by extending the products and services we offer through both organic growth and targeted acquisitions. In addition to Filtermist oil mist filters, Filtermist International is responsible for manufacturing the following brands: [Dustcheck](#) & [Kerstar](#).

Filtermist Systems Limited, the UK sales operation, is also the UK distributor for sister company [Absolent AB](#) as well as other extraction equipment suppliers, and provides a UK wide installation and maintenance service, as well as CoSHH compliant LEV Testing for all makes and models of LEV systems.

We target excellence throughout all aspects of our businesses. We pride ourselves in operating an ambitious, fast growing and fast-paced company that offers a wide range of opportunities for employees due to ongoing significant growth.

We actively participate in lots of national funding raising initiatives throughout the year and support several charities, individuals and organisations that have direct connections with our employees. All employees can nominate causes close to their hearts for possible financial support.

We drive our businesses with key behavioural competencies that underpin how we do business - making Filtermist a great place to work.