

Job Description	
Job Title:	Aftermarket UK Sales Manager
Department:	UK Aftermarket
Reporting To:	Divisional Sales Director - Aftermarket
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"> • Development of Aftermarket Sales in the UK. Maximising opportunities with existing and potential customers. • To complete Service, LEV and remedial sales, site survey and customer visits of industrial ventilation equipment throughout the UK. Including Dustcheck, Filtermist, Absolent, Carters and other similar dust, fume, mist and spray extraction units. • To build customer relations and remedial business development within the industrial ventilation sector. 	
Key areas of responsibility:	
<p>This is a new role for the business, so the list below is indicative, but not exhaustive:</p> <ul style="list-style-type: none"> • Maintain and develop existing customer base. • Build strong relationships both internally and externally. • Proactively gain leads from new customers/prospects. • Customer Site visits. • Where necessary negotiate price and produce accurate quotations. • Make referrals to other areas of the business to exhaust all potential sales opportunities. • Regular reporting to the line manager. • Target new business working on a strategy set with Divisional Sales Director. • Be an ambassador to the brand. <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 in specific. 	
Skills & Experience	
<ul style="list-style-type: none"> • Qualified to P602 or equivalent, • Previous experience of working within the dust and fume extraction industry. • Working knowledge of LEV, CDM, COSHH and DSEAR regulations. • Experience in acquiring detailed site information and the preparation of technical reports. • Strong organisation of personal workload and that of others. 	

- High level of competence in the use of Microsoft Office Suite and other contemporary proprietary IT support software.
- Experience in sales with well-developed customer service skills.
- The ability to communicate at all levels, both verbally and in writing.
- Good time management.
- Well-presented and professional.
- Self-motivated, enthusiastic with a positive attitude and a strong desire to succeed.
- Ability to work on own initiative and as part of a team.

Remuneration & Benefits:

Available on request.

Role Location:

The role is field based with the requirement to travel to Filtermist HQ, Telford as required.

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.