

Job Description:	
Job Title:	Aftermarket Salesperson
Department:	Aftermarket
Reporting To:	Aftermarket Sales Team Leader



## Mission Statement

We find it outrageous that millions of people worldwide work in environments where the air is heavily contaminated.

They deserve better and so do their employers, our customers. We are on a mission to help businesses everywhere clean the air with our knowledge and solutions to effect sustainable improvements.

It's not just about meeting rules and regulations. We know that clean air is key to healthy growth for both people and businesses.

**Absolent** AIR CARE GROUP

### Why Filtermist...

Filtermist International Limited, part of the Swedish Absolent Air Care Group, has been established for over 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 Dustcheck dust control and dust extraction equipment, and Kerstar industrial vacuum cleaners.

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 fund 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.

### Role description and responsibilities:

Filtermist is a Telford based company that supports our customers by providing them and their employees with clean air solutions, which is at the heart of our brand. We need someone to join the growing team to help us support and sell the required spares to our customers to ensure their equipment is always running efficiently and providing them with the best protection. The role is based at our Telford headquarters with several days a week remote home working (if desired). The role will encompass the following responsibilities;

- Dealing with new and existing customers. Receiving and evaluating enquiries, generating written or verbal quotations, order receipt, order entry, acknowledgement and works orders.
- Liaising with new and existing customers regarding spares prices, availability and advise on our full product range and services for oil/dust extraction systems.
- Engaging with customers to convert quotations into sales.
- Proactively seeking out new customers to increase sales.
- Management of key accounts and administration responsibilities.
- To help constantly improve Filtermist's customer service, quoting, order processing and conversion rates.
- The above list is not exhaustive and may be varied or added to as the aftermarket department is a rapidly growing area of the business. There is huge potential of departmental growth, individual growth, and development.

### Experience:

Not everyone can be an Aftersales Coordinator so to be seriously considered for this role, please have the following:

**Experience:** At least 3 years in a similar sales and customer service role with comparable goals and responsibilities.

**Education:** Have a good level of education (to GCSE standard in Maths and English grade C or above). Above this you need to be experienced with Microsoft Office Programs.

**Skills:** You must have excellent telephone communication skills and the ability to communicate at all levels. To be efficient, effective, and highly organised with the ability to plan and manage your own time where prioritisation is key. You need to be an individual who has excellent sales ability and understands how to frame a clear, concise, and compelling sales pitch. Then manage the sales process through with a strong administration ability.

**Characteristics:** This is an autonomous position, so you should be self-sufficient and self-motivated. We require the individual to have a positive attitude, with a high attention to detail and a strong ability to work under pressure. It's also a developing role, so you must be able to accept and act on feedback about your work.

### Desirable but not essential:

It would be ideal if you have experience or understanding with the following;

- Oil and dust extraction systems.
- Manufacturing, engineering, or distribution industry.
- Opera.
- CRM.

### Salary and benefits package:

Salary - £24,000.00 - £26,000.00

Commission on sales/ invoicing

Internal training

Hybrid working

Birthday Holiday