



New Business Internal Sales Representative - Furniture Solutions Irlam, Manchester

REHAU is the premium worldwide brand for polymer-based innovations and systems in construction, automotive and industry. From furniture to windows to aircraft, you encounter our systems every day, without noticing them. While they may be invisible, their benefits are always around us. More than 20,000 employees at 170 locations worldwide apply their expertise and innovative capabilities to ensure the continuous growth of our independent privately-held company. REHAU is the place to build a career, so why not join our team and contact us today!

Your role:

As part of the expansion of our Interior Solutions department, we require a New Business Internal Sales Representative to work in the sales support team. Your role will include the following:

- Making outbound calls to assess new business opportunities, confirming potential for our products before passing to the Sales Managers;
- Qualification of customer data to generate a focus list for onward sales and help manage the department's CRM system;
- Develop additional sales of our products through cross selling opportunities from inbound and outbound calls;
- Use research and external Industry magazines to source and log new potential prospects and market information relevant to the furniture industry on our internal database;
- Updating the CRM database in conjunction with the Sales Managers on market size/share, new opportunities and priorities;
- Assessing and documenting relevant information on competition, stock holding, range portfolio and locations;
- Manage some small accounts and operate as holiday cover for Sales Coordinators.

Interested?

Please send your CV to recruitment@rehau.com

www.rehau.uk/careers

Your profile:

The ideal candidate will enjoy personable interaction with a confident and enthusiastic approach to tasks.

You will:

- Have excellent telephone manner and communication skills;
- Be computer literate with experience using Microsoft packages including Teams, experience using SAP would be advantageous;
- Have excellent organisation and time management skills;
- Be able to work on own initiative, as well as part of a team within a busy customer-orientated sales office;
- Be experienced in a telesales or outbound business development role, B2B would be an advantage;
- Have knowledge of CRM systems (advantageous), although training will be given.

