

**The UK's Leading Technical Experts in Standby Power, Uninterruptible Power Supplies and Combined Heat and Power Systems.**

A thriving business, with over 35 years in the standby power and energy efficiency markets, Shenton Group supply, install, hire and maintain critical power systems and associated equipment such as generators, UPS systems, switchgear and CHP (Combined Heat and Power). We have a strong family management structure, and high standards of performance and ethics. We have a mature financial position and trade from multiple locations around the UK, and you would be part of a team of circa 80 staff. We have robust staff development policies, and offer substantial opportunities for stable long term employment.

<b>Job Title:</b>	Key Account Manager – Contract Sales
<b>Date Written:</b>	September 2021
<b>Manager Responsible:</b>	Darren Meek – Sales Director (Service Sales)
<b>Location: (HQ/Hub/Home Working/Field)</b>	Regional Office (or home if distance too great)
<b>Start Date:</b>	ASAP
<b>Full or Part Time Role:</b>	Full Time
<b>Working Hours:</b>	8.00am – 5pm Mon to Thur. 8.00am – 4.30pm Fri
<b>Salary:</b>	£40,000 + dependant on experience
<b>Overtime: (Yes/No)</b>	No
<b>Vehicle/Car Allowance: (Yes/No)</b>	Yes
<b>Other Benefits:</b>	25 days holiday increasing through loyalty program, BHSF App, Group Life cover, Phone, Laptop, flexible working culture
<b>Job Description</b>	
<p>An exciting opportunity to join a growing Service Sales team in a fast paced and thriving company.</p> <p>We are looking for a driven candidate who has experience of operating in or selling to the FM industry. With our focus on increasing generator, UPS &amp; CHP maintenance contracts nationally &amp; growing the generator rental division, you will require the ability to make appointments into new clients and follow through with strong presentation skills. A sales support team will be on-hand to provide you the additional resource however the drive &amp; passion needs to come from within and preparedness to take final responsibility for your sales targets and KPI's.</p> <p>Your role will include but not limited to:</p> <ul style="list-style-type: none"> <li>• Breaking barriers to get access to new clients including making initial appointments</li> <li>• Working with internal departments to ensure we maximise cross-selling</li> </ul>	

- Building & costing quotations
- Presenting to clients nationally
- Exceeding sales targets

#### Skills Required

- Understanding of Generator & UPS systems
- Maintenance of CRM
- FM & other industry knowledge
- Self-Motivated
- Ability to work with a dynamic team and preparedness to change direction fast
- Solid understanding of GP margin
- History of exceeding targets in previous roles

<b>Manager Approval</b>	Darren Meek	<b>Date</b>	08/09/2021
<b>Board Approval</b>	Jody Meek	<b>Date</b>	09/09/2021

To apply for this role please email your CV and a covering letter to  
[careers@shentongroup.co.uk](mailto:careers@shentongroup.co.uk)