

# HIRE SALES SUPERVISOR

## JOB DESCRIPTION

### JOB INFORMATION

<b>Job Title</b>	Key Account Manager
<b>Business</b>	Hirebase
<b>Reporting To</b>	Managing Director

### JOB SUMMARY

To develop new and existing medium to large account business within Hirebase at national and regional levels. To work alongside the Partnering department on the development of the successful partnership agreements and completion of tender documents.

## TASKS & ACTIVITIES

- Meet and exceed agreed sales, margin and profit targets
- Operate within the BB Customer ledgers to maximising hire and sales at every opportunity
- Work with the branches to identify old and lapsed customers and turn them into business opportunities
- Target BB Top 100 customers
- Negotiate business opportunities with new and existing customers
- Establish excellent working relationships with customers and the branches to ensure on-going continuity of business
- Act as an ambassador for Hirebase and capitalise on its business reputation and extensive range of high quality hire products
- Continually update product knowledge and share this with customers to maximise sales
- Achieve targets for opening of new accounts, broadening the customer base
- Work with key suppliers to target potential customers
- Work closely with the Partnering teams to develop these opportunities
- Complete relevant tender documents for the Partnering Division
- Attend Regional, Leadership and Partnering meetings
- Monthly updates with MD

## SKILLS & EXPERIENCE

### Essential:

- Excellent communicator
- Good Presentation skills
- Ideas person
- Works on own initiative
- Self-Motivated

### Desirable:

- Hire Industry Knowledge with proven experience of Large/Medium customer management

# OUR VALUES



We have the know-how



We get stuck in



We stand together



We get it done

## **WE HAVE THE KNOW-HOW**



Our customers rely on us to understand their trade, so we work hard to make sure we know our stuff.

We train our teams to be the best they can be, to build on their skills and to share their knowledge.

## **WE GET STUCK IN**



This is a “roll your sleeves up” business.

We are all willing to muck in and get our hands dirty to make Buildbase brilliant.

Everyone in Buildbase has a can-do attitude and we take pride in everything we do.

## **WE STAND TOGETHER**



Buildbase is one family

We work together across teams, look out for each other and our number one priority is to make sure everyone goes home safe.

No matter what their background, we respect each other and value everyone’s contribution.

Our people are proud of the part they play in their local communities and we all do our bit to protect the environment and support charities large and small.

## **WE GET IT DONE**



Through the resilience and determination of our people we deliver on our promises and that’s why our customers trust us to get the job done.

We will always go the extra mile to make sure we are brilliant at what we do, whether we are based in branch, in the office or on the road.