



## Job Specification

**JOB TITLE:** Sales Manager Rental Projects  
**DIVISION:** Rental Department  
**LOCATION:** UK based  
**REPORTABLE TO:** Powerhire Director  
**HOURS:** 40 hours Monday to Friday

### PURPOSE OF JOB:

- Generation and account management of new business sales and maintain effective business relationships with existing worldwide client base
- Proactively search for new business
- Maintain and develop relationships with existing customers with a view to growing long-term and effective business relationships
- Submit sales reports as required and within the agreed timeframe
- Record and maintain in-house contact management system
- Attend trade shows, conferences and other marketing events as required

### Qualifications & Requirements:

- Proven track record identifying, presenting, negotiating and closing of new revenue sales within the industrial generator industry
- Ability to understand the clients' requirements and interpret the specification
- Be able to work well within a team environment
- First class communication and presentation skills coupled with being highly motivated and driven to exceed targets
- Full, clean driving licence
- Sound knowledge of Microsoft Office packages and Contact Management Systems

### Remuneration:

Salary is negotiable depending on the experience of the applicant

### Training:

Career and Personal Development training will be provided at the discretion of the company.

If you would like to be considered for this role, please send your **CV and a covering letter** stating the job title to [HR@tgc.uk.com](mailto:HR@tgc.uk.com)