

Position: Group - New Holland Operational Sales Manager

Location: Micheldever

Hours: Full Time

Holiday: Pro-rata

Benefits: Workplace Pension Salary in line with the seniority of the position, KPI bonus scheme, Contributory pension scheme, Company vehicle, Smartphone & Laptop

This is a new and exciting role within Oakes Bros to drive sales for the New Holland brand to the next level across all product lines. Based at our Winchester depot, this will be a hands-on role visiting customers and supporting Area Sales Managers daily. Working closely with New Holland brand & product managers to grow market share and enhance customer support.

Ideally suited to an Area Sales/Depot Manager looking to take their career to the next level.

Key Responsibilities:

- Drive/motivate brand awareness for New Holland across all product lines
- Increase and surpass New Holland annual targets for unit sales
- Providing additional support to the Group Sales Manager
- Plan & create brand marketing activities
- Promoting and further developing customer satisfaction
- Development/progression of PLM both internally and with customers
- Lead commercial understanding with CRM, Retail Finance & Aftersales Packages
- Plan training for staff and customers
- Proactively managed demonstrations

Essential Requirements:

- Strong inter-personal skills – ability to communicate at all levels
- Strong Agricultural Sales background. Min 5 years' experience
- Excellent IT skills especially with the use of Word, Excel, PowerPoint and CRM systems
- Goal / target orientated
- Highly motivated to succeed
- Knowledge of Ibcos Gold would be an advantage

Apply with a covering letter and CV by email to **Richard Haines, Managing Director**.

E: richard.haines@oakesbros.net

M: [07768 774935](tel:07768774935)

About the Company www.oakes.uk.com

Oakes Bros Ltd the award winning main agricultural dealer for New Holland and JCB covering Berkshire, Hampshire, Oxfordshire, Surrey, West Sussex, and Wiltshire. We sell a wide range of machinery across the brands, both new and used. Sales are supported by a comprehensive parts and service team.