

**Position:** Regional Sales Executive

**Location:** Midlands

**Reports to:** Sales Manager

**About the Company:**

Industore Limited is the exclusive distributor of Hänel automated storage and retrieval systems in the UK and Ireland. Industore offers modern storage solutions, transforming sites throughout the UK and Ireland with innovative design and our outstanding products including the popular Lean-Lift system and Rotomat solution. Clients vary from small to medium sized businesses to large corporates. Industore's headquarters are based in Cardiff, South Wales and Dublin, Ireland.

**Role Overview:**

As a **Regional Sale Executive**, you will play a key role in generating new business and driving sales across the Midlands. You will engage with prospective clients, conducting site visits, and building relationships with existing customers. Your primary focus will be selling Hänel's automated storage solutions, demonstrating their value to businesses, and closing deals.

If you are a motivated, ambitious, and results-oriented sales professional, this is a fantastic opportunity to accelerate your career in a thriving industry. Your success is directly tied to achieving and exceeding sales targets with our excellent uncapped commission structure.

**Key Responsibilities:**

- **Sales Targeting:** Proactively prospect and generate new business leads across the Midlands. Develop a robust pipeline of potential clients and close sales to achieve monthly and annual targets.
- **Customer Engagement & Solution Selling:** Conduct site visits, assess customer needs, and tailor proposals that demonstrate how Hänel's automated storage systems can solve their storage & efficiency challenges.
- **Sales Presentations & Proposals:** Deliver impactful sales presentations to decision-makers, showcasing the benefits of our systems and converting prospects into customers.
- **Cold Calling & Lead Follow-Up:** Make regular cold calls to new prospects and follow up on inbound leads to secure meetings and drive new opportunities.
- **Customer Relationship Development:** Build strong, long-lasting relationships with new and existing clients, ensuring repeat business and client loyalty.



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**What You'll Need:**

- **Target-Driven Mindset:** You thrive in a performance-based environment, are highly goal-oriented, and take pride in your ability to meet sales quotas and exceed expectations.
- **Excellent Communication Skills:** You must be able to present confidently and persuasively to senior decision-makers.
- **Travel Flexibility:** A valid UK driving license and the ability to travel to client sites across your territory is essential. Occasional travel to national and international trade fairs or events may also be required.

**What We Offer:**

- **Competitive Package:** A generous base salary with an uncapped commission structure that rewards high performance.
- **Company Car & Benefits:** A fully funded company car and enrolment in company benefits scheme
- **Holiday Entitlement:** 25 days holiday plus bank holidays.
- **Pension Scheme:** Full access to the company pension scheme.
- **Cutting-Edge Training:** Access to a state-of-the-art UK training and demo centre for product demonstrations and client engagement
- **Career Growth:** Join a growing company with excellent career progression opportunities for top-performing sales professionals

**How to Apply:** If you are an ambitious and results-driven sales professional with a passion for technology and business development, we want to hear from you! Please submit your CV and covering letter to **Kiera@powell.co.uk**.