

Internal Sales of Health & Safety related training courses to various trades within the construction and engineering industries. Target market consists of existing Hire & Sales clients, New Business, and maximising existing training customers.

Generation Training Services are PASMA, IPAF, Ladder Association accredited providers of training for Mobile Access Towers, Low Level Access Platforms, Mobile Elevating Work Platforms, (MEWPS), and Ladders & Steps.

THE ROLE

Responsible for generating new business from existing and new contacts, for training in access equipment health & safety, such as powered access equipment, mobile towers, scaffolding, etc.

You will manage geographical sales areas creating interest from existing and new clients. Targeting specific areas of business with a methodical and organised approach, this will be done by way of the telephone, mail shots, e-shots, production of marketing flyers and occasional site visits.

You will be responsible for following up leads from marketing activities, generated through advertising in journals, internet etc.

You will be articulate, confident and self motivated with an excellent telephone manner. A sound knowledge of Microsoft Word, Excel, and experience of utilising a customer database is essential. Ideally, you will have worked in a training industry role, and have experience of dealing with business to business sales, preferably in the construction or engineering sectors is desirable.

This is a results driven role, with scope for further development for the right candidate.