

## Sales Support – Ramblegard

Ramblegard is a division within S&E CareTrade. We are one of the fastest growing suppliers of Fall Prevention and patient monitoring equipment in UK and beyond. We continually work to reduce the number of falls amongst elderly by providing market leading, innovative solutions.

We are currently recruiting for a Sales Support person with a proven track record of commercial success in a competitive B2B environment. This is a fantastic opportunity for an enthusiastic and driven individual to join an ambitious and growing business.

The successful candidate will be responsible for promoting, managing and developing relationships with a portfolio of companies with the objective of opening new accounts, increasing sales, managing customer projects and further strengthening our existing relationships.

### **Responsibilities:**

#### **Sales Support:**

- Building and maintaining relationships with new and existing clients
- Manage accounts to deliver positive outcomes for all parties
- Project management experience would be an advantage
- Maintain a current and accurate knowledge of products
- Provide a consultative approach in dealing with customer requirements
- Identify customer needs and upsell additional products where necessary
- Prepare, illustrations, quotes and tender documents.
- Achievement of agreed KPIs

#### **General:**

- Represent the company in a professional manner
- Report activity to directors
- A good working knowledge of managing customer contact through e-shots, newsletter, updates & the website, helpful but not essential

As the business expands over time there will be an opportunity for career development for the right individual

#### **Personal Attributes:**

- Proven track record supporting industrial/commercial sales
- Proven track record of delivering winning marketing and marketing communications across all media.
- Used to working to stretching targets and KPIs.
- Customer focused approach with ability to show initiative
- Strong interpersonal and influencing skills
- Determination to succeed
- Commercial awareness
- Working knowledge of Microsoft Office applications

For further information or an informal discussion please contact Edward Lumb on 07825 602 655 or [edward.lumb@caretrade.co](mailto:edward.lumb@caretrade.co)