

SALES DEVELOPER

SOUTH EAST

CLOSES: 14/06/2019

We require a professional, dedicated and team-orientated person to work as part of our extremely busy Snap-on Tools Sales Network. You will be primarily responsible for driving sales within your Franchise Performance Team (FPT). Broadly speaking you will support Franchisees in the South East FPT group. You will consult with your Franchisees on implementing their sales strategies and this will include identifying specific actions to meet and exceed sales goals and coaching Franchisees on all aspects of selling (sales skills, collection skills and product knowledge).

You will be responsible for advising Franchisees on implementing customer-focused planning, executing the pull marketing strategy and monitoring franchisee compliance. Using your strong mentoring and coaching skills, you will advise your Franchisees on the best ways to implement sales strategies and conduct Quality Field Training Contacts. Crucial to this is ensuring your Franchisees increase their personal awareness (on an on-going basis) of the importance of understanding the benefits and features of Snap-on products. You will coach your Franchisees on how to connect with customer and uncover their needs. You will also assist the regional Franchise Developer (where required) in training new Franchisees on sales skills and products.

Clearly for this challenging role we require a person who will have had previous experience of the franchise business at Snap-on, and ideally they will have been a Snap-on Franchisee. Typically you will have a degree although relevant work experience will be considered. You will have a sound knowledge of all categories of Snap-on products including features and benefits, and have a strong business and financial acumen. You will be able to balance the needs of your Franchisees and their customers alongside those of the business. Ideally you will be able to demonstrate some applied knowledge of the psychology of selling and will have a basic knowledge of franchise contracts.

You will have excellent IT skills including (but not limited to) Microsoft PowerPoint. You will also have excellent interpersonal skills, strong core values and be passionate and flexible in your approach to work. The Sales Developer will be expected to plan and prioritise their own workload, be dependable, and be able to regularly lift weights of up to 20kg (and often more with assistance). This is not a typical 9-5 role and due to the geographical nature of these roles, a current driving license is a must as significant travel will form part of this role. In addition, regular overnight will be required.

CV's/letters of application should be sent to the HR Department at employment@snapon.com

General Data Protection Regulations (GDPR) Compliance

The data you supply will be used so we later communicate with you appropriately. Please check our [PRIVACY POLICY](#) for information on how we store, protect and manage your submitted data.



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