

SALES DEVELOPER

SCOTLAND

CLOSES: 20/03/2020

We require a professional, dedicated and team-orientated person to work as part of our extremely busy Snap-on Tools Sales Network. You will consult with your Franchisees on implementing their sales strategies and this will include identifying specific actions to meet and exceed sales goals ensuring your franchisees follow the Snap-on 'Customer Driven Selling' (CDS) methodology. Using your strong mentoring and coaching skills, you will advise your Franchisees on the best ways to implement sales strategies during your regular business contacts (BC's), and you will ensure that you continue to follow-up with your franchisees on any agreed goals or actions. Crucial to this is ensuring your Franchisees increase their personal awareness (on an on-going basis) of the importance of 'collections' and you will support them on matters related to franchise compliance. You will coach your Franchisees on how to connect with customers and uncover their needs and you will also assist the regional Franchise Developer (where required) in training new Franchisees on sales skills and products.

For such a challenging role we require someone who has a strong sales focus with excellent coaching skills. Ideally you will have had previous experience of franchising and you will have a working knowledge of the Snap-on Franchise system. Typically you will have a degree although relevant work experience will be considered. In addition, you will have knowledge of the various product categories at Snap-on and crucially you will have a strong commercial focus coupled with sound financial acumen. Your ongoing success will be determined by your ability to balance the needs of your Franchisees (and their customers), alongside the goals and objectives of the wider business.

You will have strong presentation skills and be able to use the suite of Microsoft office software, in particular 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 stays will likely 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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