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Parts Sales Advisor
Salford Priors, near Evesham, Worcestershire

Competitive Salary & Benefits package

The Company

McConnel is a multi-award winning British manufacturing company that is leading the way as the world's number one supplier of Power Arm and green maintenance technology. McConnel offers a comprehensive portfolio of premium hedge-cutting, mowing, cultivation and remote control machinery that sets the standard for quality and innovation in the industry and is exported to more than 40 countries around the world.

The Role

Based at our Salford Priors manufacturing facility, near Evesham, under moderate supervision, responsible for achieving monthly and annual sales goals of Parts. Building long term satisfied customer relationships ensuring repeat sales of replacement parts. Preparing and presenting quotes to customers. Expediting all orders to completion.

Responsibilities:

1. Responsible for processing all customer orders; expediting and delivery of Parts to completion.
2. Manages customer bookings and shipments on a daily and weekly basis alert customer to any delays.
3. Support all customer contact via phone and email for UK and Export markets in a timely manner.
4. Ensuring accuracy of all paperwork and ensuring meets any national or international freight regulations.
5. Use of computer system (JDEdwards) to access information and verify data for open sales orders.
6. Required to accurately record work order information and inventory transactions (JDE). Assist with inventory corrections as needed.
7. Develops expertise in all parts and able to act in an advisory capacity to assist dealers and customer enquiries and creating a positive working relationship.
8. Develop a sales & marketing plan in conjunction with the Parts Manager.
9. Achieving monthly and annual sales goals of Parts Department.

Key Requirements:

1. Demonstrable progressive experience in a technical sales environment preferably Agricultural Parts
2. Agricultural Engineering experience would be a distinct advantage.
3. Experience with MRP/ERP preferably JDEdwards.
4. Excellent communication and negotiation skills, both verbal and written.
5. Able to plan, prioritise and organize own work schedule.
6. Able to travel where required for face to face dealer/customer meetings including attending any trade shows where required.
7. Foreign language beneficial but not essential
8. Problem solving and troubleshooting skills required.