

Territory Manager (Unassigned), Birmingham, UK

Overview:

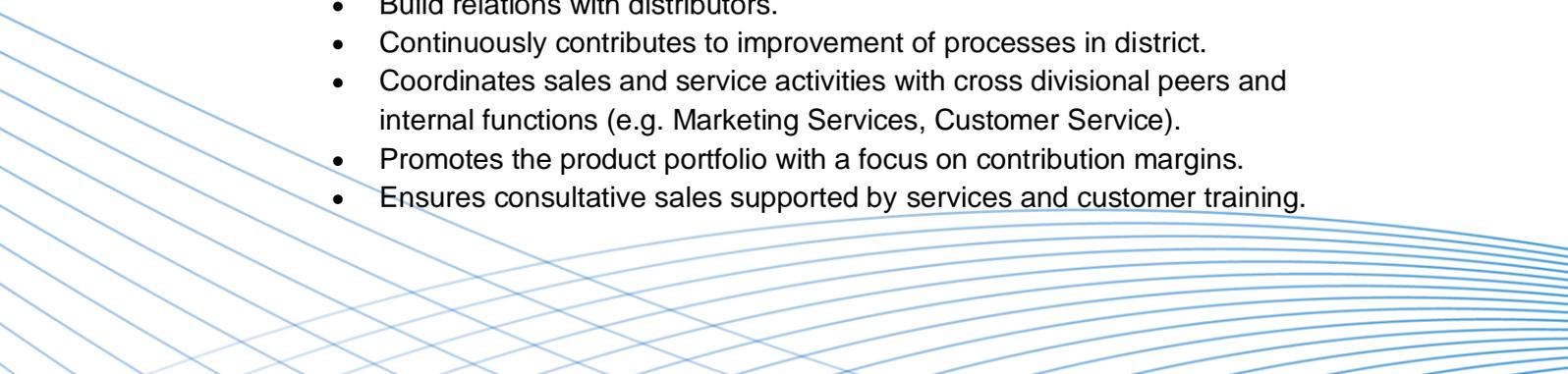
We are seeking highly motivated applicants to join Ecolab's Institutional division for your chance to see why Ecolab has been described as one of *Selling Powers top 50 "to sell for"* as well as one of *Forbes Magazine's most innovative global businesses*. The Institutional division is the core and largest business within Ecolab, addressing our customers' cleaning and sanitation needs in the foodservice and hospitality industries, as well as laundry, long-term care, education, corporate and government facilities.

The Territory Manager (Unassigned) is a District Asset with the opportunity to pursue a career path into a Territory Manager (typically 6-12mths) that you will find both challenging and rewarding. In this role you will work alongside other successful Territory Managers and Engineers to learn our customers' operations, understand their cleaning challenges, and devise and implement solutions to meet their needs.

What's in it For You:

- Full robust internal training program as well as a recognised Electrical competency qualification.
- Starting Basic £24,000pa OTE up to £28,000pa – Qualified Basic (6-12months) £26,000pa OTE up to £30,000pa
- 4% flexible benefits scheme.
- Company Car for business and personal use
- The opportunity to carve out a long term, advanced career path within Ecolab

What You'll Do:

- Typically 50% of time spent on Installations and maintenance of electrical and non-electrical dispensing equipment
 - Conduct regular service visits with existing customers and be able to document and merchandise the value of your visit.
 - Builds contacts with customers, identifies and influences decision makers / opinion leaders.
 - Cover territory's for holidays, absence etc.
 - Build relations with distributors.
 - Continuously contributes to improvement of processes in district.
 - Coordinates sales and service activities with cross divisional peers and internal functions (e.g. Marketing Services, Customer Service).
 - Promotes the product portfolio with a focus on contribution margins.
 - Ensures consultative sales supported by services and customer training.
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What we look for:

- Adequate level of education (vocational training or University graduate).
- Previous sales experience desired but will consider candidates with a passion for the sales arena.
- Experience in an electrical role would be an advantage
- Ideally a proficient product & industry knowledge.
- Excellent PC skills, ideally previous CRM knowledge
- Self-motivation and proactive workload planning
- Full UK Driving License with less than 6points
- Ability to work both independently and in a team
- Mobility is key so the ability to travel within allocated district and nationwide is essential.

Own your future. Impact what matters.

About Ecolab

A trusted partner at more than one million customer locations, Ecolab (ECL) is the global leader in water, hygiene and energy technologies and services that protect people and vital resources. With 2016 sales of \$13 billion and 48,000 associates, Ecolab delivers comprehensive solutions and on-site service to promote safe food, maintain clean environments, optimize water and energy use and improve operational efficiencies for customers in the food, healthcare, energy, hospitality and industrial markets in more than 170 countries around the world. For more Ecolab news and information, visit www.ecolab.com. Follow us on Twitter [@ecolab](https://twitter.com/ecolab) or Facebook at facebook.com/ecolab.



