

2021

- Degree educated with breadth and/ or depth of technical, sales and marketing experience across the relevant industries, markets or technologies
- The ability to influence at all levels and create demand
- Demonstrate a record of successful negotiations and contract delivery
- A high performer with record of role promotions and additional projects to strengthen experience
- Experience of eProcurement systems would be of benefit and a current UK Driving Licence is essential



Rapid

helping you make it

Responsibilities

1. **Management of Account Base.** Manage a portfolio of allocated accounts from the industry sector within a designated geographical area and generate new accounts and contacts in line with Rapid's criteria
2. **Increase Business Share.** Achieve and wherever possible exceed individual targets in conjunction with Rapid's profitability targets by increasing underlying use of Rapid product ranges and targeting project based new business.
3. **Customer Visits.** Manage and plan customer visits, exhibitions and follow up as required to deliver business growth and customer retention.
4. **Business Opportunities and Projects.** Consistently generate a pipeline of sales opportunities and projects and take personal responsibility for converting these into orders.
5. **Enquiry and Quote Management.** Create, manage and deliver quotations leveraging Rapid's value proposition in line with the Company Pricing Policy.
6. **Meetings.** Attend regular sales meetings at Rapid's head office and weekly communications sessions to create, review and evolve the internal tactical sales plans to achieve portfolio targets.
7. **Ownership of Customer Strategy.** To own all aspects of customer strategy including internal tactical sales activity, online and offline marketing activity aligned to customers' business objectives. Effectively communicating portfolio strategy internally and influencing internal teams to create required organisational change; this includes working closely with our Product Management to support the category strategies.
8. **Negotiate and Maintain Customer contracts.** Take full ownership for proactively instigating, negotiating, winning and renewing customer supply contracts, with particular emphasis on profitability and productivity.
9. **Critical Competencies.** To undertake the necessary training and development as required to support own personal performance in the role including understanding our product portfolio and relevant new technologies.
10. **Reporting.** Analyse and report on key inputs and outputs on a monthly basis to the Sales and Marketing Director
11. **Service Excellence.** Ensure all customer service issues are resolved with a high level of customer satisfaction
12. **Customer Data.** Consistently use Rapid's CRM to record relevant customer contacts, as well as improving customer data to support the contact specific marketing strategy.
13. **Ownership.** Take ownership both in attitude and approach to all activities and promote suggestions for improving personal and company performance and effectiveness.
14. **Training.** Take pride in delivering training to customers and internal colleagues on core products and systems where required.
15. **Department and Company Aims.** To ensure that every effort is made to live and breathe Rapid's core values to achieve the department and company aims and objectives, including the wider issues of customer retention and enhanced value of the customer

Rapid Core Values

Great Attitude

- Bring energy to the team every day
- Motivate and inspire others with a positive outlook
- Build meaningful relationships with colleagues and contacts
- Address problems in a positive way
- Listen carefully, reflect and think broadly, with agility

Be Successful

- Prioritise own workload and be pro-active in the pursuit of goals
- Accountable for own performance delivering business goals over personal gain
- Always set expectations and dependencies and deliver to them
- Diligent approach to the detail but not losing sight of the objectives
- Maintain a work/life balance and not be easily distracted

In a Professional Way

- Always punctual with a professional approach
- Dependable due to reliability, flexibility and integrity
- Exceed both customer and colleagues expectations
- Proactively communicate internally to enhance the success of our common goals
- Take pride in sharing your, or Rapid's success externally

With a 'Be Better' Mindset

- A high degree of learning ability, drive and ambition to succeed
- Confident and can articulate strengths and development areas
- Listen well to constructive feedback from line manager and give feedback with good intent
- Positive attitude towards shared goals and set challenging personal objectives
- Constantly look for innovative working practices and processes
- Belief in the ability for new technology to improve our environment and wellbeing

Apply For This Job



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