

## JOB VACANCY – INTERNAL SALESPERSON

July 2016

Hemsec Panel Technologies are looking to employ an Internal Salesperson and require a keen individual who is up for this exciting and important role within our business.

A family owned company established since 1928; HPT are a successful and leading composite panel manufacturer based in Rainhill, Merseyside. Our panel production facilities consist of a continuous PIR metal faced panel line and a discontinuous PUR structural insulated panel (SIPs) press.

### CANDIDATE BACKGROUND

Reporting to the Commercial Manager the successful candidate will be both confident and self-motivated, whilst demonstrating a good knowledge and understanding of construction products/and or engineering/fabricating background.

The successful candidate, as well as being technically adept will also be flexible in their approach and have excellent communication skills:

- Extensive cold calling experience is a must.
- The ability to develop long term business relationships.

HPT offer a modern working environment, solid family company ethos and a competitive basic salary by negotiation. An initial probation period shall be undertaken.

### MAIN DUTIES

The role of the Internal Salesperson will consist of the following responsibilities:

- Generating new business through direct liaison with HPT customers, architects, main and sub contactors etc. and promoting the brand. Where necessary the arranging of visits and organising via Outlook diaries with the existing sales team will also be required.
- To field and action any technical aspect of the HPT product ranges, utilising the help of our dedicated Technical Manager and Account Managers when required.
- The daily maintenance of our leads referral service ABI. This will entail extensive 'cold' phone calling and if utilised successfully, may ultimately lead to many new business opportunities.
- The weekly follow up of enquiries/quotes and maintenance of the sales forecaster.

Should you be interested in this position, then please forward your CV for the attention of Nicola Barker with a brief covering letter advising on why you would be suitable for the role. For email submittals please send to: [nicolab@hpt-panels.com](mailto:nicolab@hpt-panels.com)