

## European Sales Executive – Germany

The Tool Connection sells five major brands - Laser (specialist hand tools), Gunson (classic specialist tools), Kamasa (general tool market), Power Tec (body repair) & Connect (consumables).

The Tool Connection has an enviable reputation for producing high-quality, interesting and innovative products into both new and established markets.

We are looking to recruit an enthusiastic professional sales person to join our export sales team. Using your skills and knowledge you will help develop business opportunities, take responsibility for introducing new product ranges and identify new product opportunities with customers.

You will work closely with the existing export team to support the company's export strategy. The right candidate will develop an expert knowledge of our products and become an outstanding advocate for our brand.

### **Your Location:**

We are flexible on your location and would welcome applications from candidates based in the UK or Germany.

### **Overview of the role:**

- Continuous focus to increase sales, introducing new product and closing orders
- Sales planning and setting customer targets with a strategy to execute.
- Maximizing customer potential in Germany alongside other Sales Representatives
- Dealing with customer queries efficiently and effectively
- Regular review of customer pricing and the preparation of quotes
- Planning and hosting customer training
- Identifying new markets to develop business
- Attending trade shows and following up sales leads
- Regular reporting on customer visits and progress

### **Required Skills:**

The ideal candidate will have the following skills:

- A passion for sales and be proactive and solution driven with ability to work well on own initiative.
- Strong negotiation skills, customer focused, and forward thinking.
- A proven track-record in meeting or exceeding sales targets and in creating sales opportunities.
- Fluent in English and German.
- Computer literate and adept at using MS Word, Excel and Outlook.

- Hold a full clean driving licence.

**The Tool Connection Benefits:**

As well as a competitive salary, in line with your previous experience the Tool Connection offer an extensive and unique benefits package:

- 25 days holiday plus the standard UK 8 bank holidays
- Birthday Day off
- Extra days holiday at 7- and 10-years' service
- 1-week free holiday every year at the company's holiday homes (BIK paid by the company)
- Energy bonus for all employees during winter months
- Sick Pay (T&Cs apply)
- Free Staff Parking on site
- Staff Discount on all products
- Competitive Pension Scheme
- TECH and CYCLE Schemes
- Life assurance Scheme
- Full training provided in house
- Childs first day at school off
- Grandparent day off
- Opportunity to gain NVQ qualifications
- Great prospects to step up the ladder within the business
- Christmas bonus
- Social events for all employees and their families
- As well as many other incentives and rewards

The wellbeing and engagement of our staff is very important to us and we review our benefits package regularly and welcome suggestions from the team.

**How to apply:**

To apply for this role please submit your CV and covering letter directly to our HR team addressed to the HR Manager using our recruitment email address.

If you have any questions about the role or The Tool Connection, please do not hesitate to contact our HR team. We look forward to receiving your application.

HR Manager  
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