



Join our team

AREA SALES MANAGER (ASM)

Based: Home
Competitive Package

Q Catering has been proudly serving the catering trade within Kent, Surrey, and East Sussex from our base in Kent since 2003. As an independence foodservice wholesale, we have built a reputation as a trusted and reliable partner for our customers located in Kent and the South East region. As the representative of our company, it is essential to possess excellent customer service skills and be able to effectively communicate with customers,

Job Brief

The Sales Manager is responsible for growing the Foodservice customer portfolio, exceeding turnover, and margin growth targets within a defined geographical area, by selling across all product categories from the Q range. Sales Managers are expected to create their own opportunities and develop business in both new and existing customers. The ASM has a direct line report to the Senior Sales Manager.

Key Responsibilities

- Exceed sterling and margin targets set by Q.
- Maximize business through both existing and new customers using efficient call coverage.
- Generate new business opportunities targeted at opportunities which match Q's targeted profile.
- Track, daily, weekly, and quarterly performance against agreed KPI's & targets
- Ensure all administration is up to date and acted upon

Skills Required

- Proven sales track record of at least 2 years within the HORECA & Education Sector
- Wealth of experience in sales which provide solutions based on our customers' needs.
- Ability to problem solve and exert negotiation skills to generate new business opportunities which match Q's targeted profile.
- Passion for food and able to demonstrate creativity in menu suggestions, understanding portion control and financial costings.
- Strong time management skills and the ability to prioritize tasks, excellent organizational skills.
- Demonstrate a 'can do' attitude with a self-motivated approach.
- PC literate, confident in using both Excel and Microsoft Packages

To apply, please email your CV
to our Sales Director caroline.martin.co.uk

